A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

September 11, 1967

International Trade Winds Newsletter

Company News

CANNING—Wm. Underwood Co., Watertown, Mass., a pioneer in the development of food canning, has purchased J. H. Senior & Co., Ltd., a London-based food manufacturer. Plans call for Underwood's products to be introduced to the United Kingdom market through the Senior sales organization. Underwood now has a subsidiary in Venezuela, as well as joint venture and licensing operations in Canada, El Salvador, Argentina, and Norway. Last year Underwood established a new company in France.

WATER DESALINATION—A new 1,200,000 gallon-per-day multi-stage flash seawater desalination plant manufactured by Aqua-Chem. Inc., Waukesha, Wis., has gone into operation at Marsa, near the capital city of Valletta, Malta. The $1.1 million plant will break the acute shortage of fresh water that has threatened the economic life and tourist trade of the island. The government of Malta now contemplates building several more desalting plants to bring the total daily capacity to above 6 million gallons.

HYDROGEN PURIFICATION—Air Products, Ltd., British subsidiary of Air Products and Chemicals, Inc., Allentown, Pa., has announced that it will build one of the world's largest single stream hydrogen purification plants on the island of Sardinia. Scheduled for completion by the end of this year, the new installation will use cryogenic gas separation techniques to purify 40 million cubic feet of hydrogen per day for use in petrochemical production. The plant was ordered by Societa Italiana Resine, Milan.

FARM EQUIPMENT—A technical licensing agreement between Butler Manufacturing Co., Kansas City, and Nippon Kokan K.K., Japan's third largest steelmaker, for the Japanese firm to manufacture and market Butler's bolt-assembled steel silos has been approved by the Japanese government. Nippon Kokan will have exclusive sales rights for the silos and related ventilation and dehumidifying equipment and unloaders in Japan, as well as non-exclusive rights in Korea, the Philippines, and the Republic of China.

The right show in the right place at the right time. It's a working guide for the planners of exhibitions in the six U.S. overseas Trade Centers. That's why they are telling U.S. companies now about a Paper Equipment Industries show in Tokyo in December, telling them that Japan is third among paper producing nations, fifth in pulp. Telling them (via Japan trade journals) about current plant modernization and expansion in scale of Japanese production facilities. In other words, a market is there for the U.S. show participants to tap.

Iowans know how to plan ahead. Proved it in a successful Iowa State Trade Mission in South America. More than 60 Brazilian businessmen, for instance, came to meet the mission in Rio de Janeiro. U.S. Commercial Officers, reporting this success, said the mission "followed meticulously the operating pattern of official U.S. Trade Missions: Visit by advance officer several months ahead. Prior submission of business proposals, brochures, press data. Hiring of local personnel. Pre-scheduling of individual business visits."

The State-sponsored trade mission idea is not exclusive with the U.S. A team of 20 leaders from industry, finance and government of the state of New South Wales, Australia, is now in the U.S. Seeking new markets for Australian products, as well as American interest in joint ventures, licensing or wholly-owned subsidiaries the mission will visit New York, Los Angeles and San Francisco. It will also stop in Montreal and Vancouver, Canada. Australia says it has brought in more than 200 U.S. companies with links of one kind or other in the past decade.

What's new in Kabul, Afghanistan? A monthly Commercial Newsletter published by the U.S. Embassy for local businessmen interested in trading with the U.S. The first issue tells how a number of Afghan businessmen, at no cost to themselves, have contacted the Economic-Commercial Section of the Embassy to discuss proposals that have eventually appeared in the pages of this magazine. Some have sought to import U.S. machinery, motor oil and other products. Others have offered for export Afghan textiles, fruits, nuts and other items. Still others have sought U.S. partners in joint ventures or offered their services as sales agents for U.S. goods.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

Altex Equipment of Seguin, Texas, one of 48 firms exhibiting in the U.S. Exhibition at the Fourth International Engineering Show in Melbourne, Australia, last month found itself with more orders than it could fill from its U.S. operation. The answer was discussion with Australians about licensing and joint ventures, a solution that several participants found promising. In photo Dave Allen of Altex is explaining advantages of a trenching machine.

September 11, 1967

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International Commerce

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Melbourne Show Leads to Licensing, U.S. Links 2
More than 26 new agents were named after discussions in exhibition hall, and 100 other agreements were in works.

U.S. Trade Mission Heading to Pakistan 4
Five businessmen, two Commerce officials will go to Asian nation in February to build trade, investment opportunities.

Patent, Trademark Protection Gets World Boost 7
Member of U.S. delegation supplies first-hand report of World Intellectual Property Conference at Stockholm.

U.S. Banks with World Ties Listed 11
American businessmen can find familiar names in a network of more than 600 affiliates in 98 foreign nations and territories.

Greek Problems Coincide into Uncertainties 15
Effect of recent coup, economic slowdown and readjustment, and aggravated balance of payments position make outlook cloudy.

U.S. Exports to Canada Make Striking Gains 17
Market observers see 10-12% increase in 1967 over 1966, with Kennedy Round concessions already taking effect.

MISCELLANEOUS—U.S. continues short supply export controls on copper 12
Commerce Department matchmaker seeks U.S. partners for Europeans 13
TRADE FAIRS AND CENTERS—America Weeks recap: strong clothing sales 14
FOREIGN GOVT. ACTIONS—Kenya, Tanzania, Uganda levy new duties 20
Pakistan relaxes import controls; new policy affects licensing rules 21
New Indonesia moves boost export incentives, open way to foreign aid use 22
Uganda tightens licensing requirements for imported goods 23
Libya sets ownership controls on commercial agencies, except banks 23
INVESTMENT OPPORTUNITIES—Taiwan firm seeks transistor license 24
Iran, Pakistan, Turkey set up regional unit to study joint ventures 24
U.S. firm wanted to manage hotel in Sierra Leone 25
WORLD TRADE OPPORTUNITIES—Burma asks bids for supply of asphalt 26
Greece issues tender for supply of ten single hop radio links 26
NEW BOOKS AND REPORTS—List of sources of credit data on foreign firms 32

NUMERICALLY-CONTROLLED MACHINING CENTER by Kearney & Trecker (above left) drew crowds of interested buyers throughout the show. Trade buyers line up (above right) to register at the information booth at the entrance to the U.S. section. Lists of registrants were given to all exhibitors.

NEW DISTRIBUTOR for Electro Arc Manufacturing Company (above) discusses products with company's export manager. Below, True Trace Corp.'s international sales manager shows hydraulic tracer.

Sales top pre-show expectations at Melbourne engineering exhibition

Licensing, joint venture agreements concluded to meet demand; 26 new agents named, over 100 representation pacts pending

Off-the-floor and projected sales far exceeded expectations at the U.S. Exhibition at the Fourth International Engineering Show in Melbourne, Aug. 7-12, as 48 American exhibitors rolled up $578,568 in immediate orders and well over $5.1 million in estimated first-year sales resulting from the show.

Several U.S. firms participating in the exhibition found demand for their products so strong that they appointed licensees and sought joint ventures to produce the American-design machinery "down under."

Lubbock Manufacturing Co., Lubbock, Texas, registered $250,000 in orders it cannot fill until it appoints one of the many top-ranking Australian firms vieing for a joint venture opportunity to manufacture Lubbock tools.

Altex Equipment, Inc., of Seguin, Texas, found itself in a similar situation, with more orders than it could fill from U.S. manufacturing operations. The Altex representative praised the exhibit organization, saying, "The response is terrific! Without the advance marketing campaign we would have been dead."

Ten of the firms in the exhibition were actively seeking representation in the Australian market, and by the end of the show 11 different exhibitors had signed a total of 26 new agents, and over 100 additional agreements were still in the negotiation stage.

Several firms not actively looking for new agents found so many good prospects that they named new representatives to handle their unexpectedly large business. L. S. Starrett Co., Athol, Mass., Milton Roy Co., St. Petersburg, Fla., and Pendleton Tool Industries, Los Angeles, were among those who added to their staff of Australian agents.

Electro Arc Manufacturing Co., Ann Arbor, Mich., negotiated a distribution arrangement whereby three firms will handle the sale of Electro Arc metal disintegrators and carbide impregnators throughout Australia. Selco Equipment, Melbourne, was named to handle the products on an exclusive basis in Victoria and Tasmania, while similar arrangements were made with R. V. Dorman & Co., Sydney, for New South Wales, Queensland, and South Australia, and with Robert Cameron & Co., Victoria Park, for Western Australia.

DEMONSTRATIONS BY COMPANY TECHNICIANS were the key to buyer interest and sales at the booth of W. A. Whitney International, which showed automatic shears, lifting equipment, and other products. A stylus turret press (below) is demonstrated by the agent for Houdaille's Di-Acro Division.

Eventually, the agreement calls for Selco to begin manufacturing Electro Arc products in Australia under license from the U.S. manufacturer. Company official Lionel Berck was impressed by the pre-show buildup by Commerce Department advance men and by State Department commercial officers on the scene.

"We started out with 82 potential customer leads, 11 potential licensees, and 29 potential agents as a result of the market promotion campaign. We had 59 more leads during the course of the show," Berck commented.

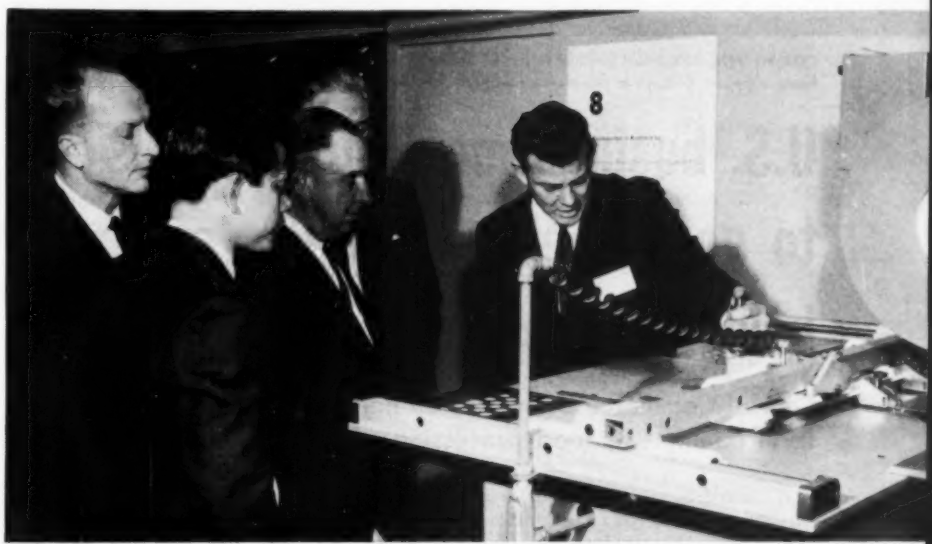
Systems Engineering and Manufacturing Co.'s vice president Stan Scruby estimated sales possibilities in Australia at "between $100,000 and $150,000" as a result of his firm's show participation, and predicted a "considerable sales increase" over the next five years.

The Houston firm entered into a manufacturing arrangement with H. P. Gregory and Co., Sydney, to produce the Systems Engineering line.

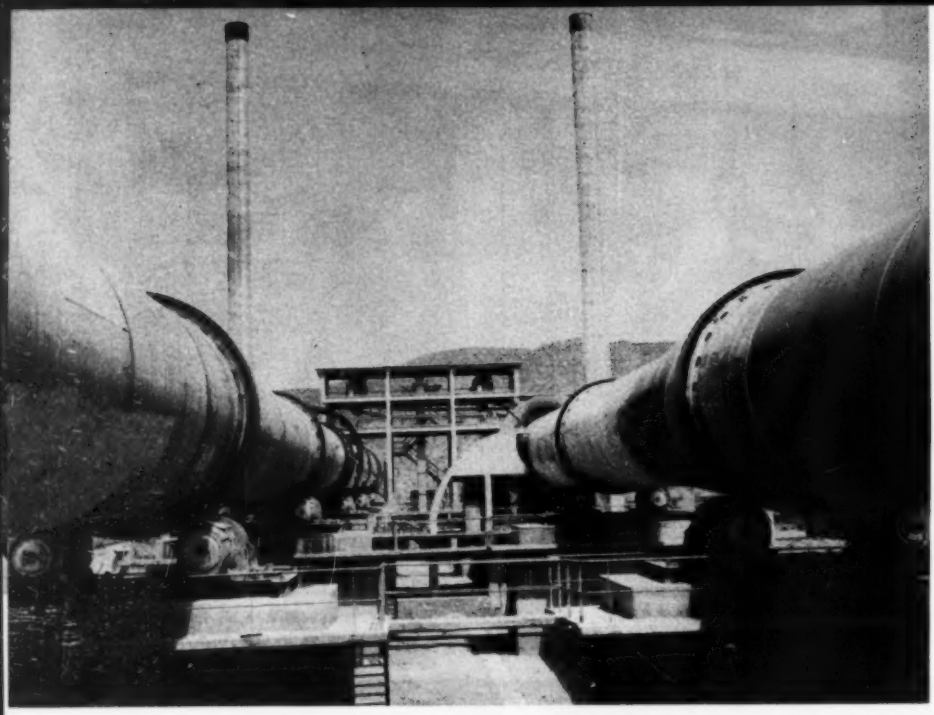
The first U.S. firm to sign an Australian agent during the show was Jiffy Tool Supply Co., Royal Oak, Mich., another maker of metal disintegrators and carbide impregnators. Herbert Osborne, Ltd., was signed as new representative three days after the show opened.

Jiffy's president Frank Bugher declared himself "delighted with the new arrangement, which could well grow into a manufacturing license or joint venture within twelve months' time."

An official of Tol-O-Matic, Inc., summed up the feelings of almost all the exhibitors, saying "This is the best show we have been in in ten years."



SIGNING UP NEW AUSTRALIAN AGENT, president Frank Bugher (below right) of Jiffy Tool Supply Co. watches S. J. Franklin (at left) of Herbert Osborne, Ltd., complete papers with exhibition official.



CEMENT FOR PAKISTAN'S GROWING ECONOMY comes from the Ismail cement factory, built with funds supplied through a private corporation. Mission will visit major industrial centers. (World Bank)

U.S. businessmen and officials to go on February 1968 trade, investment mission to Pakistan

Official Commerce Dept. mission needs experts in metalworking, farm equipment, food processing, chemicals, plant engineering

A United States Trade and Investment Mission will head for Pakistan this winter to explore opportunities for increased commerce between the two countries. The Mission will be there for a month, from Feb. 3 through Mar. 4. Five businessmen, all experts in their fields, will be accompanied by two Commerce officials, who will serve as Mission Director and Trade Development Officer.

The Mission will meet with business and government leaders in Rawalpindi, Karachi, Dacca, Lahore and other cities. Business Information Centers, where local businessmen can discuss business propositions with individual Mission members, will be maintained in the latter three cities.

Firms interested in submitting business propositions for the Mission to Pakistan are referred to the accompanying article.

In each of the cities visited, advance arrangements will be made for individual meetings between mission members and Pakistani businessmen in settings conducive to a free flow of business discussion. The opportunities for mutually profitable commerce which develop from these conversations such as sales, joint ventures, licensing arrangements, appointment of agents—will then be made available to interested American firms for their follow-up.

The Mission will publish its findings in INTERNATIONAL COMMERCE for the benefit of the U.S. business community, and will hold several conferences to furnish additional first-hand reports.

During recent years the gross national product (GNP) of Pakistan has shown encouraging overall growth. The annual average rate of increase over the 1960-65 period was 5.5%, rising to an estimated $11.7 billion this year. During the 20 years since Pakistan gained independence, U.S.-Pakistan trade has increased fivefold.

U.S. businessmen interested in volunteering their services as members of the mission and who qualify in the areas of specialization described below are invited to make their availability known to the Bureau of International Commerce, BIC—918, U.S. Department of Commerce, 20230, or to any of the Department's Field Offices.

While it is essential that the members possess the basic experience outlined below, the more versatile the mission the greater will be the opportunity for success.

Agricultural machinery: This specialty calls for experience with the widest range of U.S. agricultural machinery together with knowledge or irrigation systems. A knowledge of spray irrigation based on water from tubewells is most desirable. Some familiarity with the latest techniques employed in tobacco growing and harvesting and the edible oil extraction industry would also be helpful.

Food processing and packaging: Knowledge of the most modern U.S. canning, freezing and dehydration machinery employed in processing and packaging foodstuffs required. Familiarity with cold storage plants and machinery desired.

Metalworking machinery: Ability to explain production methods and demonstrate advantages and sources of supply for U.S. machinery in the foundry and metal-working industry is needed. Should have some knowledge of metalcasting, forming and stamping machinery.

Industrial and agricultural chemicals: Full knowledge of industrial needs for basic chemicals, including the various types, their properties, costs, advantages and sources of supply in the U.S. (potential fields for U.S. export could include caustic soda, soda ash, aluminum sulphate, ammonia, metallic compounds, potassium compounds and organic acids). Should have extensive knowledge of U.S. sources of supply for fertilizers, pesticides and other agricultural chemicals.

Industrial engineering: Broad experience in plant layout, design and machinery requirements for an extensive range of light and medium-sized plants. Able to explain production methods, competitive advantage of U.S. machinery and equipment.

Businessmen who qualify for one of these fields of specialization should also describe their experience in international transactions, particularly joint ventures and/or licensing, as one or more of the members should possess this expertise.

U.S. firms can submit business proposals for Pakistan traders

Offers to export, import, license, invest or appoint agents must be received in Commerce Department by Dec. 1

U.S. firms interested in beginning or increasing business in Pakistan are invited to submit their proposals to the Director of the U.S. Trade and Investment Mission to Pakistan, BIC 916, U.S. Department of Commerce, Washington, D.C. 20230.

Proposals should be received in Washington by Dec. 1. They may include offers to export or import, license, invest or appoint agents.

Appointing a well qualified agent is the best step the U.S. exporter can take to obtain his share, not only of immediate but of future sales.

Similarly, investments of know-how or machinery and equipment with qualified Pakistani firms offer an opportunity for growth in a country concentrating on industrialization.

Despite a persistent shortage of foreign exchange, Pakistan has continued efforts to liberalize its import policy. Positive steps taken so far are the establishment of a Free List of Commodities which may be imported without import licenses, and the establishment of a bonus voucher system which allows Pakistani exporters to earn import vouchers equal to a specified portion of their export sales.

The U.S. proposals will be printed in Pakistan in summary form, without identification or address, in booklets which will be in the country before the Mission's arrival. Identification will be revealed only to appropriate Pakistanis after they have consulted with Mission members. U.S. firms will be provided with identifying information concerning persons and firms interested in their proposition, so that follow-up action may be taken.

To submit a business proposal, a U.S. firm must provide complete answers to the following questions and send the information in triplicate to the Director of the U.S. Trade and Investment Mission to Pakistan, BIC 916, Department of Commerce, Washington, D.C. 20230.

What product or service do you wish to sell or offer?

Do you wish to appoint an agent or distributor or sell directly to the end-user? Describe the arrangement you desire and indicate whether you will grant exclusive representation in the country or region. The Department of Commerce will not seek a substitute for an established agent, distributor, or representative.

Are you interested in a joint venture, in a direct investment, or licensing a qualified firm to manufacture your product abroad? If so, describe your proposition briefly, giving details of products or services to be provided.

Do you wish to import for your own account or act as a commission agent? Describe the product of interest and the type of arrangement sought.

What type of firm is best qualified to transact your business?

The above information must be accompanied by the following:

- A concise summary of your proposal in 35 words or less;
- A recent copy of one of the following statements of commercial standing (if filed within the past year, indicate date only), Department of Commerce Form IA-57, available from your local Commerce Department Field Office; a cur-

Market Profile—Pakistan

Area: 365,000 square miles (10% of U.S. area), 85% lying in West Pakistan. West wing is dry, combination of mountains and deserts; East wing is largely wet, fertile, riverine area.

Population: 117 million (1966), 54% of whom reside in East Pakistan. Urban dwellers constitute 18% of population in West Pakistan, 4% in East Pakistan. Principal cities Karachi (2 million), Lahore (1.3 million) and Dacca (560,000). Rawalpindi (350,000) is the interim capital.

Economy: Government of Pakistan estimates 1967 fiscal year gross national product (GNP) at $11.7 billion. Real annual growth rate of GNP during Second Five Year Plan, 5.5%. Approximate distribution of GNP: agriculture 51%; manufacturing 11%; construction 4%; transportation and communication 6%; trade 12%, all other 16%.

Commerce: Most commerce in private sector, but indications are Government may assume large role. Persistent balance of payments deficit.

Imports: $879 million (1966); from U.S. (1966) $262 million. Major suppliers U.S. 30%, U.K. 15%, West Germany 10%, Japan 9%. Principal imports foodgrains, edible oils, transport equipment, chemicals, general industrial equipment, electrical machinery, iron and steel, petroleum products.

Exports: $601 million (1966); to U.S. $69 million (1966). Major export markets U.K. 13%; U.S. 11%. Principal exports raw jute and cotton, jute and cotton manufactures, rice, leather and footwear.

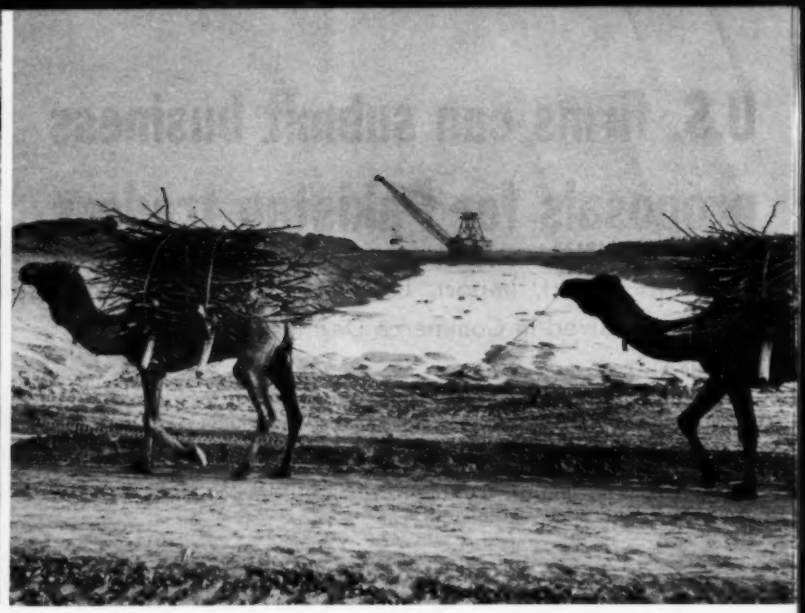
Trade policy: Import of ten essential commodities permitted license free but import licenses required for other items because of foreign exchange situation. Preferential duty rates for certain imports from U.K., Ceylon and British colonies.

Trade prospects: Volume of U.S. sales heavily dependent on U.S. AID. U.S. share of market expected to increase in 1967. Most favorable prospects are for fertilizers, and pesticides, iron and steel, pharmaceuticals, transportation and earth-moving equipment, irrigation and farm machinery and equipment, industrial equipment, foodgrains and edible oils.

Foreign investment: Total foreign investments estimated at $400 million; U.S. investment between $50-60 million, principally in petroleum refinery, automotive assembly, tires, chemicals, pharmaceuticals.

Investment prospects: Official policy is to attract foreign investment in technically sophisticated industries. Policy for repatriation of capital and remittance of profits generally liberal. Incentives include tax holidays, depreciation allowances.

Finance: Rupee equal to U.S. $0.21. Money supply approximately $2.2 billion in December 1966, compared to $1.89 billion in December 1965.



PRIVATE ENTERPRISE IN PAKISTAN gets a boost through the activities of the Pakistan Industrial Credit and Investment Corp. (PICIC), formed by U.S., Japanese, British and Pakistani investors. Dadabhoy Ceramics of Karachi (left) was aided by World Bank funds loaned to PICIC for relending to smaller borrowers. At right, new and old blend as two camels pass a dragline working on the Qadirabad-Balloki Canal in West Pakistan.

rent mercantile agency report; or a current bank report. Companies submitting proposals for the first time are urged to send them in as soon as possible to allow for their clearance before the deadline;

- Pamphlets, brochures, or other printed matter such as price lists and catalogs, up to 50 single sheets;

A separate business proposal—answers to the questions, plus items just listed—must be provided for each product category or service offered, and each client firm represented by a combination export manager or manufacturer's agent.

Several other developments affecting U.S. trade and investment in Pakistan reached the pages of INTERNATIONAL COMMERCE this week. A new regional organization formed in Pakistan, Iran and Turkey for joint projects of the three countries has issued a progress report on two enterprises. These are a 45,000-ton capacity aluminum plant, to be located in Iran, but financed partly by the Pakistan government and a U.S. firm, and a bank note paper manufacturing plant now under construction in Karachi. Details are in a story on Page 24.

A recently announced Pakistan import policy for July-December 1967, while reflecting some uncertainty over foreign exchange availabilities, provides for some relaxation in administrative controls over the composition of imports, according to a report on Page 21.

The import policy, which recently has covered a full year period, is reduced to six months in this instance because of the absence of firm commitments to Pakistan's requests for commodity aid from the AID Pakistan Consortium. After commodity aid commitments become firm later in the year, the Pakistan Government plans to review its exchange position and possibly issue a policy for calendar year 1968, it is reported.

Meanwhile, the U.S. Commercial Attache in Pakistan, William S. Krason, has reported on a number of opportunities awaiting U.S. businessmen:

The Pakistani Government has agreed to utilize $1 million of U.S. commodity aid to support a new and expanded small industry development program financed with long-term development credits from commercial banks. Since in the past small industry has been starved for lack of imported equipment, a new opportunity is opened for establishing U.S. exports in this field.

Much of the investment interest of small industry is in food processing and cold storage equipment, in which the U.S. is highly competitive.

Pakistan has been able to secure funds for the construction, 50 miles north of Rawalpindi, of the Tarbela Dam; it is estimated to cost approximately $900 million, with the foreign exchange component to account for about $500 million. Pakistan is anxious to proceed with construction during 1968.

Regardless of who secures the tender, there will be opportunities for U.S. suppliers of many varieties of equipment that go into the construction of a large dam. Tenders are to be published in November with selection of the contractors in early spring.

The U.S. contribution to Tarbela through the World Bank is substantial, accounting for about 20% ($136 million) of total financing. In addition a $50 million Eximbank loan is under discussion, and because of prevailing tied procurement procedures American business can expect to supply a portion of the equipment required in the construction of the second largest dam in the world.

Pakistan is putting increased emphasis on the field of agriculture as a result of heavy food shortages, particularly in the past two years. Commodities and equipment that directly or indirectly contribute to augmenting agricultural production are currently in great demand, with Pakistan seeking to finance a large volume of such imports in the immediate future with its own free foreign exchange and through various international loans.

In addition, new efforts are under way to streamline agriculture by increasing the import of irrigation and farm machinery, earthmoving equipment, fertilizers, insecticides, pesticides, pumps, seed, aircraft for spraying insecticides, and related equipment. This should open new possibilities for U.S. exports in an area where the U.S. supplier is normally considered to be quite competitive.

Esso Fertilizer, a subsidiary of Esso Eastern Standard, is scheduled to start building a 140,000 ton per year urea plant valued at $42.5 million in northern Pakistan that is expected to come on stream toward the end of 1968. Much of the equipment and engineering services will come under international tender, with openings for U.S. suppliers to win contracts.

WORLD CONFERENCE REPORT

Trade protections revised

Stockholm meeting dealt with patents, trademarks, copyrights, other intellectual property

By JOSEPH M. LIGHTMAN
Foreign Business Practices Division, BIC

Protection available abroad for patents, trademarks, designs, trade names, copyrights and related intellectual property rights should be improved as the result of a world meeting held in Stockholm this summer.

This is the assessment of U.S. Government representatives attending the meeting, officially called the "Intellectual Property Conference of Stockholm." One wholly new organization emerged from the sessions attended by representatives of 65 nations; also, important substantive revisions of the Berne Copyright and Paris Industrial Property Conventions were accomplished as were administrative reforms of these and other Conventions administered by the United International Bureaus for the Protection of Intellectual Property (BIRPI).

The newly created World Intellectual Property Organization (WIPO) was established to provide a needed framework for coordination of administrative activities of these BIRPI-administered agreements and for the promotion of intellectual property protection throughout the world. It is intended to be an essential element in enhancing international industrial property and copyright protection and can be expected to effect important improvements in the procedures available to U.S. and other nationals in securing such protection throughout the world.

Five main committees were formed to consider:

- substantive revision of the Convention of Berne for the Protection of Literary and Artistic Works
- adoption of a protocol to the above convention relating to developing countries
- revision of the Convention of Paris for the Protection of Industrial Property to recognize "inventors' certificates" for right of priority purposes
- structural and administrative reform of Conventions administered by the United International Bureaus for the Protection of Intellectual Property, which are, in addition to Paris and Berne, two Conventions of Madrid—one on International Registration of Trademarks and the other on Protection Against False Indications of Origin; The Hague Convention on International Deposit of Industrial Designs; and Conventions of Nice on International Trademark Classification, and of Lisbon on Protection of Appellations of Origin.
- creation of the World Intellectual Property Organization.

The Stockholm Conference when first planned by BIRPI and the Swedish Government was intended to deal only with revision of the BIRPI-administered Berne Copyright Convention, to which the U.S. does not adhere. Revisions of the other BIRPI-administered Conventions relating to industrial property rights were scheduled for later Conferences. It was determined, however, by the countries which are members of these Conventions that, in light of the increased expansion in world technological development and trade, a number of other matters within the framework of all of these Conventions needed to be given urgent attention and should therefore be included on the Stockholm agenda. Such matters included the need for an overall administrative coordinating organization; for recognition of a right of priority for inventors' certificates and for structural reform of these Conventions themselves.

Noteworthy cooperation

The global character of this Conference and the many countries and international organizations represented clearly illustrate the importance most nations attach to the need for adequate intellectual property protection for their nationals both at home and abroad. The spirit of cooperation that prevailed at this Conference was noteworthy. Also evident was the growing emphasis on interests of developing countries in the industrial property and copyright fields, including their needs for assistance and training in order to establish better protective systems within their jurisdictions.

U.S. exporters and other nationals doing business abroad have a vital stake in protecting intellectual property rights and in the safeguards which these Conventions offer for this purpose. The work of the Stockholm Conference is highly important to the Bureau of International Commerce in connection with its responsibilities for assisting U.S. businessmen in protecting their intellectual property rights abroad.

"Intellectual property" as defined in the Convention includes all rights relating to literary, artistic and scientific works, including artistic performances, recordings and broadcasts; inventions and scientific discoveries; industrial designs; trademarks, service marks and commercial names; protection against unfair competition and all other rights resulting from intellectual activity in the industrial, scientific, literary and artistic fields.

The new World Intellectual Property Organization does not replace the existing BIRPI-administered Conventions, which continue to retain their independence, perform their usual functions and retain the right to hold their own revision conferences.

The United International Bureaus will be reconstituted as a single International Bureau of Intellectual Property to operate directly under the supervision of the Organization's General Assembly and to serve as the secretariat for the various Unions.

A major function of WIPO will be to encourage the conclusion of international agreements for protection of intellectual property and work towards harmonizing national laws in this field. Additionally, the Organization will establish a centralized documentation center for intellectual property, undertake legal and economic studies and, as requested, offer its cooperation to countries asking for legal-technical assistance in this field.

Any country which is a member of one of the BIRPI-administered Conventions, the United Nations, any UN Specialized Agency, the International Atomic Energy Agency, or is a party to the Statute of the International Court of Justice may become a member of the Organization. The Organization's General

MEMBERS OF U.S. DELEGATION and officials observe signing of Conference agreements by Deputy Ass't Sec'y of State Eugene Braderman. Standing, l. to r.: Sylvia Nilsen, State Dept.; Joseph Lightman, Commerce Dept.; Harvey Winter, State Dept.; Barbara Ringer, Ass't Register of Copyrights; A. Dane Bowen, Jr., U.S. Embassy, Stockholm; U.S. Ambassador to Sweden William Heath; Sen. Quentin Burdick; and Abraham Kaminstein, Register of Copyrights. Far right, Arpad Bogsch, Deputy Director, BIRPI.

Assembly may also invite any other country to join.

The Convention establishing the Organization provides for: a **General Assembly** of States party to the Convention and members of the BIRPI-administered Unions; a **Conference** made up of all member States of the Organization; a **Coordination Committee;** and an **International Bureau.**

The **General Assembly** is the supreme organ of the Organization. It appoints the Director General, upon nomination of the Coordination Committee; examines and approves his reports as well as those of the Committee on the Organization's operations; approves and adopts the budget of expenses and the financial regulations common to the Unions; and determines other overall administrative policies such as those relating to working languages and invitations for membership in the Convention.

The **Conference** constitutes a forum for exchanges of views in the intellectual property field between countries. It has its own budget and rules of procedure. The Conference will consider the needs and wishes of developing countries in respect to legal-technical assistance in the field of intellectual property. Such assistance would take the form of fellowships, seminars, expert missions, and advice in the framing of intellectual property laws and the establishment of industrial property offices. The Conference will also be a forum in which States that are parties to the WIPO Conventions but not yet members of the Unions could examine more closely the desirability of their membership in such Unions.

The **Coordination Committee** is both an advisory organ on questions of general interest and the executive organ of the General Assembly of the Conference. It gives advice to the various Unions and the Organization on matters of common interest; proposes the draft agenda of the Organization's General Assembly and Conference and handles their various budgetary programs. It consists of States party to this Convention which are members of Executive Committees of the Paris or Berne Unions, or both.

As previously noted, the **International Bureau** is to be the Organization's Secretariat, under a Director General appointed by the General Assembly.

The Convention will enter into force when 10 Paris Union and 7 Berne Union countries ratify or accede to it. A country that is a party to both Unions will be counted separately within each Union for this purpose.

The inventor's certificate is a form of official recognition for an invention used extensively by the USSR and several other Eastern European countries. The matter of inventor's certificate recognition under the Paris Convention was given thorough consideration at the Stockholm Conference and a new amendment to the Paris Convention's "right of priority" Article (number 4) was adopted.

The inventor's certificate used in Eastern European countries extends no property rights to the inventor; they are retained by the States. But it does provide the basis for the State's extension of an award to the inventor, either in the form of cash payment or other benefits such as better housing or job promotion, if his invention is used.

Those countries that have the inventor's certificate system also have a patent system, and it is possible to apply for and acquire patents therein. Local inventors, however, generally seek inventors' certificates, because of the immediacy of payment and because they are not in a position to exploit patents in these socialized economies. Also, in certain instances, they can only apply for inventors' certificates and not patents (e.g., if their inventions are developed in connection with their employment in a state enterprise, or with a state enterprise's assistance).

The amendment to the Paris Convention specifies:

- that inventor's certificate applications filed in those countries which have the dual patent and inventor's certificate system shall give rise to a right of priority under Article 4, as is now pertinent to patent applications, and
- that in countries which have the dual system of both patents and inventors' certificates, an applicant for an inventor's certificate shall enjoy a right of priority based on his first filed patent, utility model or inventor's certificate application.

Inclusion of this new provision in the Convention can be a significant step in East-West relations in the industrial property field.

The Conference decided to postpone any further matters regarding inventors' certificates for additional study at the next Conference of Revision of this Convention scheduled to be held in Vienna about 1970.

The Conference effected long-needed organizational reforms in the Paris and

Berne and other Conventions administered by BIRPI. In the deliberations, the U.S. Delegation only voted on matters relating to the Paris Convention, since we are not a party to the Berne Copyright Convention.

The administrative revisions of these Conventions were directed toward modernizing their organizational and financial structures. No significant organizational reform of these Conventions had taken place since their adoption in the 1880's, although there had been a number of substantive revision conferences. The modernization at Stockholm was accomplished mainly by giving to the member countries of each Convention powers of policy-making decisions and control which they customarily have in most other inter-governmental organizations.

The main new administrative revisions incorporated into each Convention were:

► creation of a separate governing Assembly for each Union composed of all its member countries, and an Executive Committee for each, composed of one-fourth of its member countries;

► transfer from the Government of Switzerland to the Assembly of supervisory authority over each of the Conventions, including approval of their financial accounts, programs and budgets;

► provision for a more flexible system of amending the administrative provisions of each Convention;

► transfer of responsibilities of preparing for revision conferences for each Convention from the host country to the governing organs of the Conventions themselves.

The United States fully supported the administrative changes made in these treaties, as well as adoption of the overall coordination mechanism embodied in the World Intellectual Property Organization, as giving appropriate recognition to well-established principles of international organization and to sound management practices. Our support was based on the firm belief that these changes, by facilitating international cooperation and improving the efficiency of operations in these fields, will improve international industrial and copyright protection for developing as well as industrialized countries, and enhance the ability of our businessmen to secure adequate protection for their rights abroad.

Our adherence to the Paris Industrial Property Convention as revised at Stockholm, with regard to inventors' certificates and the administrative reforms, will require the advice and consent of the U.S. Senate before the U.S. instrument of ratification can be deposited. The same is true regarding our adherence to the World Intellectual Property Organization. Implementing legislation may be required in order to recognize inventors' certificates for right of priority purposes under our Patent Law.

The Berne Convention was signed in 1886 and, prior to Stockholm, was substantively revised three times (Berlin, 1908; Rome, 1928, and Brussels, 1948). At present, 55 countries are parties to the Convention. Basically, it provides that works originating in a member country must be given the same copyright protection in each other member country as the latter gives to works of its own nationals, and that such protection must be automatic and not conditioned on fulfillment of any formality. Under the Convention's minimum standards of protection, a country must grant copyright protection for an author's work during his life and for 50 years after his death.

Berne revisions

The most basic, and perhaps most significant change in the Berne Convention made at Stockholm involved the broadening of the criteria under which a work becomes eligible for copyright protection. A work is eligible for protection under the Stockholm text if its author is a national or habitual resident of a country of the Berne Union or, even if not, if the work is first or simultaneously published in a Union country. This widening of the eligibility base reflects the decreasing importance of the traditional concept of "publication" as the main operative factor in determining the copyright status of works of authorship.

The definition of "publication" was narrowed in a way that seems likely to make it harder for U.S. works to employ the "backdoor to Berne," i.e., first publishing in a Berne Union country, in order to secure the Convention's benefits in the others. Instead of merely being "issued and made available in sufficient quantities to the public" under the Stockholm revision of the Berne Convention a work is considered to be "published" only if enough copies of the work are made available to satisfy the "reasonable requirements of the public." This is intended to involve more than token publication in a Union country.

The Conference also adopted a proposal to extend the term of protection of an author's "moral right" to a period at least as long as the protection of his economic rights (life plus 50 years). A "moral right" extends to the author certain rights to prevent distortion or mutilation of his work after it has been sold to another (e.g., a book or play sold for movie or television rights).

Partly to accommodate British law and partly in recognition of the difficulties the provision would present to U.S. adherence, the Stockholm text allows countries adhering to that text to continue existing laws under which the author's moral right ceases at his death and is not extended to his heirs. The Stockholm text also strengthens the exclusive rights of authors to authorize reproductions of their works and contains a number of new provisions dealing with cinematographic works including television programs.

The United States has not become party to this Convention because our Copyright Law provides protection only for a total of 56 years after publication of an author's work. Also, certain formalities in our law regarding use of a copyright notice, and copyright restrictions on imports of English language books preclude U.S. adherence. The U.S. Copyright Bill currently before Congress is intended among other things to make our law more consistent with the Berne Convention. Despite the rather sweeping revisions that were made in the Berne Convention at Stockholm, there were no

U.S. delegation

The Chairman of the U.S. delegation was Eugene M. Braderman, Deputy Assistant Secretary of State. There were three alternate delegates—Edward J. Brenner, Commissioner of Patents; Abraham L. Kaminstein, Register of Copyrights, and Harvey J. Winter, Bureau of Economic Affairs, Department of State. Senator Quentin N. Burdick and Representative Robert W. Kastenmeier of the Senate and House Judiciary Committees respectively served as Congressional Advisers. The delegation also consisted of several other Governmental advisers, including a representative from the Bureau of International Commerce, and a number of non-governmental representatives.

Joseph M. Lightman, author of this article and member of the U.S. delegation, is an international economist with the Foreign Business Practices Division, Office of Commercial and Financial Policy, Department of Commerce. He received his B.A. and M.A. degrees from George Washington University, and was formerly with the Department of State and with the Federal Trade Commission.

CONSULTATION AT STOCKHOLM: Jean Miquelon of the Canadian delegation at the World Intellectual Property Conference (third from left) is seen here with members of the U.S. delegation (from left): Dr. Braderman, Bowen, Winter, Sen. Burdick, Kaminstein, Lightman and Miss Nilsen.

substantive changes in the Convention's basic text that in themselves would appear to affect materially our possible adherence to the Berne Convention if the Copyright Bill now pending before Congress is enacted.

Since the United States is not a party to the Berne Convention, our participation in this aspect of the Conference's work was in the capacity of observer, with no voting rights. However, we did make comments for the record on points of particular interest to the United States, and the views of the U.S. delegation on a number of substantive matters were sought informally by various delegations and Conference officials.

The United States is presently a member of the Universal Copyright Convention (UCC), which embodies the automatic protection principle; it contains no features inconsistent with our law. The UCC is administered by UNESCO and more than 50 countries are presently parties. Though we are party to the UCC it has become increasingly evident that the United States will eventually have to give serious consideration to adherence to the Berne Convention, so that American authors may be accorded the fullest possible international copyright protection available.

Some important nations which are not now parties to the UCC (e.g. Australia and several Eastern European countries) are members of the Berne Union. Presently, we can utilize the Berne Convention by the "back door" route, but, as previously indicated, this will become more difficult under the Stockholm Revision.

A great deal of time was devoted to the copyright needs of developing countries. In the discussions, it was generally recognized that the educational and cultural advancement of developing countries requires the incorporation of special provisions adapted to their particular needs.

Protocol adopted

The result was the adoption of a special Protocol to this Convention under which developing countries may impose compulsory licenses for the translation of works, and for the reproduction of works for educational or cultural purposes. Such countries may further restrict copyright protection for a work if the purpose is exclusively for educational teaching, study or research, providing the author receives compensation according to established national standards.

Copyright protection cannot be less than life of the author plus 25 years.

As to the binding commitments on industrialized countries, it was made clear that a country adhering to the Stockholm text of the Berne Convention must accept the Protocol. However, a country party to a previous Berne revision, which does not wish to become a party to the Stockholm revision, can voluntarily bind itself under the Protocol. In this case it can give works originating in a developing country no more protection than that provided for in the Protocol.

If a country neither becomes a party to the Stockholm revision nor accepts the Protocol, it is not obligated to allow the use of its works under the lower standards of any Berne Country.

The developing countries can apply the Protocol's provisions immediately after signing, and even before the new Berne Convention comes into force, but only for works of Berne countries that choose to bind themselves voluntarily under the Act.

Although the special copyright restrictions which a country may impose under the Protocol can last for only 10 years, after its accession to the Act, this period can later be extended so long as a country remains "developing" under the Protocol's definition (based on U.N. criteria) and does not accede to a later revision of Berne.

While the Protocol may have enhanced the Berne Union by encouraging more new countries to join, it has tended to weaken the scope of copyright protection under the Berne framework. On the other hand, it is quite possible that failure at Stockholm to adopt a Protocol tailored to needs of developing countries could have led to more serious results with respect to copyright protection in some developing countries.

U.S. banks provide trader's network of over 600 foreign affiliates

Facilities are located in 98 foreign nations and territories; long-established independent banking system is also available

Expansion of U.S. banking abroad has proceeded at a rapid pace, particularly in the less developed countries. U.S. banks, operating principally through their Edge Act subsidiaries now have more than 600 branches, resident representatives or direct affiliations in nearly 100 foreign countries and territories. This is in addition to the long-established correspondent banking system that links independent banks throughout the world.

American traders and investors can look to these banks for advice and guidance on international business matters and for services of the vast banking network for investigation of markets, availability of financing and other kinds of assistance normally involved in international business transactions.

1. **American Express Company, Inc., New York:** Austria (2), Belgium (2), France (4), Germany (4), Greece (3), Hong Kong (2), India (3), Italy (4), Japan, Lebanon, Netherlands (3), Okinawa (2), Pakistan (4), Switzerland (7), Taiwan, United Kingdom (2).

2. **Bank of America NT & SA, Bamerical International Financial Corp., San Francisco and New York:** Argentina, Australia, Austria, Bahamas, Belgium (2), Bolivia, Brazil, Burundi, Cameroon (2), Chile (6), Colombia, Congo (Brazzaville), Congo (Kinshasa), Denmark, Ecuador, France (2), Germany (3), Greece (2), Guam (2), Guatemala (2), Honduras (2), Hong Kong (4), India (3), Iran, Italy (85), Ivory Coast, Japan (4), Kenya (2), Lebanon, Libya (2), Malaysia (3), Mexico, Morocco, Netherlands (2), Nicaragua (2), Nigeria, Okinawa (2), Pakistan (3), Panama (3), Peru, Philippines (3), Portugal, Rwanda, Senegal, Singapore (3), Spain (3), Switzerland (3), Thailand (2), Taiwan, Tunisia, Turkey (3), Uganda, United Kingdom (3), Venezuela, Viet Nam (2), Zambia.

3. **Bank of California NA, Bank of California International, San Francisco and New York:** Guatemala, Philippines, Taiwan.

4. **Bankers Trust Company, Bankers International Corp., New York:** Australia, Belgium, Cameroon, Colombia, Congo (Brazzaville), France, Germany, India, Italy, Ivory Coast, Lebanon, Liberia, Luxembourg, Malaysia, Mexico, Nigeria, Philippines, Senegal, Taiwan, Tunisia, United Kingdom.

5. **Bank of New York, Bank of New York International Co., New York:** Bahamas, United Kingdom (in process).

6. **Chase Manhattan Bank NA, Chase International Investment Corp., New York:** Angola, Argentina, Australia, Austria, Bahamas (3), Belgium (18), Botswana (*), Brazil (33), Cameroon (2), Canada, Canal Zone, Colombia, Dominican Republic (3), France, Gambia, Germany (2), Ghana (*), Greece, Guyana, Honduras, Hong Kong (2), India, Iran, Italy, Ivory Coast, Japan (2), Kenya (*), Korea, Lebanon (2), Lesotho (*), Liberia, Malawi (*), Malaysia, Mexico, Mozambique (2), Netherlands (67), Nigeria (*), Panama (6), Papua/New Guinea, Peru (42), Philippines, Rhodesia (*), Sierra Leone (*), Singapore (2), South Africa (*), South West Africa (*), Spain, Swaziland (*), Switzerland, Thailand, Trinidad (2), Uganda (*), Venezuela (28), Viet Nam, Virgin Islands (7), United Kingdom (3), Zambia (*).

*Country-wide coverage

7. **Chemical Bank New York Trust Company, Chemical International Fi-**

Country locator list for banks

This country-by-country listing uses the numbers assigned to the banks above:

WESTERN HEMISPHERE: Argentina 2, 6, 9, 12, 15, 21, 22; Bahamas 2, 5, 6, 12, 14, 15, 16, 22, 26, 27; Bolivia 2, 15; Brazil 2, 6, 7, 12, 15, 18, 21, 22; Canada 6, 12, 15, 19; Canal Zone 6, 15; Chile 2, 21; Colombia 2, 4, 6, 8, 9, 11, 12, 16, 18, 19, 21, 24, 28; Dominican Republic, 6, 15; Ecuador 2, 11, 15, 21; El Salvador 12, 15, 21, 28; Guatamala 2, 3, 21; Guyana 6; Honduras 2, 6, 15, 21; Jamaica 15, 21; Mexico 2, 4, 6, 7, 9, 15, 18, 22, 26, 28; Nicaragua 2, 15, 21, 26, 28; Panama 2, 6, 15; Paraguay 15, 21; Peru 2, 6, 11, 13, 15, 18, 21, 22, 28; Trinidad & Tobago 6, 15, 21; Uruguay 15, 21; Venezuala 2, 6, 7, 9, 11, 13, 15, 18, 22; Virgin Islands 6, 15, 16.

EUROPE: Austria 1, 2, 6, 12; Belgium 1, 2, 4, 6, 9, 10, 12, 15, 18, 22; Denmark 2, 12; France 1, 2, 4, 6, 7, 11, 12, 15, 17, 18, 20, 22, 25, 27; Finland 12, 17, 18; Germany 1, 2, 4, 6, 7, 9, 12, 13, 15, 18, 20, 22; Greece 1, 2, 6, 15, 18, 26; Ireland 12, 15; Italy 1, 2, 4, 6, 9, 12, 15, 18, 22; Luxembourg 4, 22; Netherlands 1, 2, 6, 9, 12, 13, 15, 22; Portugal 2, 12; Spain 2, 6, 9, 12, 15, 18, 19, 20, 22, 28; Sweden 12; Switzerland 1, 2, 6, 9, 11, 12, 15; United Kingdom 1, 2, 4, 5, 6, 7, 9, 10, 12, 13, 15, 17, 18, 20, 22, 28.

FAR EAST: Australia 2, 4, 6, 11, 12, 15, 18, 22; Guam 2; Hong Kong 1, 2, 6, 15, 17, 20, 23; Japan 1, 2, 6, 9, 13, 15, 18, 22, 28; Korea 6; Malaysia 2, 4, 6, 13, 15, 18, 22; Okinawa 1, 2; Papua/New Guinea 6; Philippines 2, 3, 4, 6, 7, 9, 10, 11, 12, 15, 16, 17, 18, 22, 24, 28; Singapore 2, 6, 15; Taiwan 1, 2, 3, 4, 15, 22; Thailand 2, 6, 18, 26, 28; Viet Nam 2, 6.

AFRICA: Angola 6; Botswana 6; Burundi 2; Cameroon 2, 4, 6, 15, 22; Central African Republic 15; Chad 15; Congo (Brazzaville) 2, 4, 15, 22; Congo (Kinshasa) 2, 22; Dahomey 15; Gabon 15, 22; Gambia 6; Ghana 6, 22; Ivory Coast 2, 4, 6, 15, 22; Kenya 2, 6, 21; Lesotho 6; Liberia 4, 6, 7, 15; Libya 2, 22; Malawi 6; Mali 15; Mauritania 15; Morocco 2, 9, 22; Mozambique 6; Niger 15; Nigeria 2, 4, 6, 15, 17; Rhodesia 6, 21; Rwanda 2, 22; Senegal 2, 4, 15, 22; Sierra Leone 6; South Africa 6, 12, 15, 21; Southwest Africa 6; Swaziland 6; Togo 15; Tunisia 2, 4, 22; Uganda 2, 6; Upper Volta 15; Zambia 2, 6, 9.

NEAR EAST/SOUTH ASIA: India 1, 2, 4, 6, 11, 12, 15, 22; Iran 2, 6; Israel 11, 12, 16; Jordan 17; Lebanon 1, 2, 4, 6, 12, 15, 17, 18, 22; Pakistan 1, 2, 15, 17, 22; Saudi Arabia 15; Trucial States 15; Turkey 2.

nance, Ltd., New York: Brazil, France, Germany, Liberia, Mexico, Philippines, United Kingdom (2), Venezuela.

8. **Citizens and Southern National Bank, Citizens and Southern International Corp., Atlanta:** Colombia.

9. **Continental Illinois National Bank and Trust Company, Continental International Finance Corp., Chicago and New York:** Argentina, Belgium (3), Colombia, Germany, Italy (4), Japan (3), Mexico, Morocco, Netherlands (4), Philippines, Spain (6), Switzerland, United Kingdom (3), Venezuela, Zambia.

10. **Crocker-Citizens National Bank, Crocker-Citizens International Corp., San Francisco:** Belgium, Philippines, U.K.

11. **Fidelity Bank, Fidelity International Corp., Philadelphia:** Australia (2), Colombia (2), Ecuador (2), France (2), India, Israel, Peru, Philippines, Switzerland (2), Venezuela.

12. **First National Bank of Boston, Bank of Boston International, Boston Overseas Financial Corp., Boston and New York:** Argentina (9), Australia (3), Austria, Bahamas, Belgium, Brazil (4), Canada, Colombia, Denmark, El Salvador, Finland, France (4), Germany, India, Ireland, Israel, Italy, Lebanon, Netherlands, Philippines, Portugal, South Africa, Spain (4), Sweden, Switzerland, United Kingdom (4).

13. **First National Bank of Chicago, First Chicago International Banking Corp., First Chicago International Finance Corp., Chicago and New York:** Germany, Japan, Malaysia, Netherlands, Peru, United Kingdom (3), Venezuela.

14. **First National Bank of Miami, First Foreign Investment Corp., Miami:** Bahamas.

15. **First National City Bank, First National City Overseas Investment Corp., International Banking Corp., New York:** Argentina (12), Australia (2), Bahamas (2), Belgium (3), Bolivia, Brazil (11), Cameroon (4), Canada (9), Canal Zone, Central African Republic, Chad, Congo (Brazzaville) (2), Dahomey, Dominican Republic (2), Ecuador (3), El Salvador, France (4), Gabon (3), Germany (3), Greece (2), Honduras (6), Hong Kong (4), India (6), Ireland, Italy, Ivory Coast (6), Jamaica, Japan (4), Lebanon, Liberia (5), Malaysia (3), Mali, Mauritania (2), Mexico (5), Netherlands, Nicaragua, Niger (4), Nigeria (4), Pakistan (2), Panama (7), Paraguay (2), Peru (4), Philippines (3), Saudi Arabia (2), Senegal (4), Singapore (3), South Africa (5), Spain (2), Switzerland (2), Taiwan, Togo, Trinidad & Tobago, Trucial States, United Kingdom (4), Upper Volta (2), Uruguay (2), Venezuela (4), Virgin Islands (2).

16. **First Pennsylvania Banking & Trust Company, First Pennsylvania Overseas Finance Corp., Philadelphia:** Bahamas, Colombia, Israel, Philippines, Virgin Islands (4), (U.S. & British).

17. **Irving Trust Company, Irving International Financing Corp., New York:** Finland, France, Hong Kong, Jordan, Lebanon, Nigeria, Pakistan, Philippines, United Kingdom (2).

18. **Manufacturers Hanover Trust Company, Manufacturers Hanover International Finance Corp., New York:** Australia, Belgium, Brazil, Colombia, Finland, France, Germany, Greece (2), Italy, Japan, Lebanon, Malaysia (2), Mexico, Peru, Philippines (2), Spain, Thailand, United Kingdom (3), Venezuela (2).

19. **Manufacturers National Bank of Detroit, Manufacturers-Detroit International Corp., Detroit:** Canada (3), Colombia (3), Spain (3).

20. **Marine Midland Grace Trust Company, Marine Midland International Corp., New York:** France, Germany, Hong Kong, Spain, United Kingdom.

21. **Mellon National Bank and Trust Company, Mellon Bank International, Pittsburgh and New York:** Argentina (22), Brazil (14), Chile (7), Colombia (10), Ecuador (3), El Salvador (3), Guatemala (8), Honduras (7), Jamaica (2), Kenya, Nicaragua (5), Paraguay, Peru (2), Rhodesia, South Africa, Trinidad (2), Uruguay (8).

22. **Morgan Guaranty Trust Company, Morgan Guaranty International Finance Corp., New York:** Argentina (2), Australia (3), Bahamas (2), Belgium (3), Brazil, Cameroon (4), Congo (Brazzaville) (3), Congo (Kinshasa) (23), France (2), Gabon (2), Germany, Ghana, India, Italy (5), Ivory Coast (9), Japan, Lebanon, Libya, Luxembourg, Malaysia, Mexico (3), Morocco, Netherlands (2), Pakistan (3), Peru, Philippines, Rwanda, Senegal, Spain (2), Taiwan, Tunisia (2), Venezuela, United Kingdom (4).

23. **National Bank of Commerce of Seattle, International Bank of Commerce, Seattle:** Hong Kong (5).

24. **Philadelphia National Bank, Philadelphia International Investment Corp., Philadelphia:** Colombia, Philippines.

25. **Pittsburgh National Bank, Pittsburgh International Finance Corp., Pittsburgh:** France.

26. **United California Bank, United California Bank International, Los Angeles:** Bahamas, Greece, Mexico, Nicaragua, Thailand.

27. **Wachovia Bank and Trust Co., Wachovia International Investment Corp., Winston-Salem:** Bahamas, France.

28. **Wells Fargo Bank, Wells Fargo Bank International Corp., San Francisco:** Colombia, El Salvador, Japan, Mexico, Nicaragua, Peru, Philippines, Spain, Thailand, United Kingdom.

Commerce continues short supply export controls on copper

Quotas to remain in effect at current rate for this year

The Department of Commerce has announced that the short supply export quotas for copper scrap, refined copper of domestic origin and certain other copper products will be continued at the current rate for the rest of the year.

The Department gave full consideration to the effect the current work stoppages in the copper industry are having on the domestic supply situation.

After consultation with the Departments of Defense, State, Interior, Agriculture, and Labor; the Council of Economic Advisers, and other interested Agencies, Commerce concluded that as long as the strike is in progress, very little refined copper of domestic origin will be available for export, and the quantity of copper scrap authorized for export is so small as not to affect measurably the availability of copper for the domestic economy.

This conclusion takes into account copper inventories and anticipated imports into the United States between now and the end of the year. An embargo cutting off all exports would, however, injure those firms that have been able to develop an export market.

The current quotas were set in June to apply for export licensing during July and August at one-third the six-month quota that had been established in January, 1966. The announcement has the effect of extending the quotas to apply for the remainder of the year. The additional quotas that will be available are:

Refined copper, produced from domestic-origin material—16,670 copper content short tons.

Copper scrap—11,000 copper content short tons.

Copper base alloy ingots—670 copper content short tons.

Semi-fabricated copper products and master alloys of copper—6,000 copper content short tons.

Details of the action will be announced soon in the Current Export Bulletin.

Commerce will continue to watch the copper supply situation and is prepared to review this short supply export control program if changes warrant.

Matchmaker seeks U.S. partners for European producers

Funds, techniques, products available to top U.S. firms

Interested in acquiring a partner with money in his pocket, special technical knowledge and a new product to add to your line? If so, contact the Commerce Department's Office of International Investment (OII) with a specific proposal, and it will be relayed to potential partners all over Western Europe.

At the other end of the line, Johnson Garrett, the U.S. Industrial Development Attache in Paris, has been contacting European firms and selling them on the benefits of joint ventures in the United States.

"I've had plenty of indications of general interest," says Garrett, "but nothing concrete in the way of a definite proposal for a specific project.

"A European firm's reaction usually runs like this: 'I may be interested; bring me some specific proposals to consider.' The reaction of U.S. businessmen is pretty much the same when OII brings up the subject of taking on a foreign partner."

As a result, an "Alphonse and Gaston" situation has developed on each side of the Atlantic, with firms on both sides waiting for someone on the other side to make the first move.

"*Somebody* has to take the initiative, and start making concrete proposals," says Garrett. "It seems only logical to me to expect the U.S. business community, with its strong tradition as a go-getter, to grab the ball.

"What we're looking for are active, well-established, progressive American firms which are interested in diversifying their lines or expanding production by taking in a foreign partner.

The firms will be carefully screened at both ends of the operation, with Johnson Garrett checking on the credentials of the would-be European partners, and OII screening the American firms.

Speaking of the foreign firms, Garrett says "For the most part these will be firms which already are exporting successfully to the United States, but want to expand their sales there to a level beyond the scope of a regular operation. They usually will be able to furnish either new venture capital, special technical knowledge, or new products—or in some cases all three things.

"What the European industrialist is seeking is offers or suggestions from American concerns—specific proposals rather than generalities—from companies which are well organized and well managed."

Actually there is already a good deal of direct European investment in the United States, and it is growing. According to Garrett it increased from $2.2 billion in 1950 to about $8.8 billion in 1965.

Impressive as this may be, however, during the same 15-year period U.S. direct investment in Europe went up even faster—from $1.7 billion to around $14 billion.

"What we've got to do is get the smaller and medium-sized U.S. and European firms into the picture, and the best way is through joint ventures," says Garrett.

"Why is it that a firm which thinks nothing of investigating investment prospects all over the world never even considers bringing the techniques which Europe has to offer over here? It's the reverse side of the same coin.

"The interest in the United States exists, but it's up to the American businessman to cash in on that interest by coming up with sound business proposals which I can present to his European counterpart," Garrett says.

Any American firm which is interested in such an undertaking should contact the Office of International Investment, Code 874, U.S. Dept. of Commerce, Wash., D.C. 20230 (Tel.: 202-967-3035), or the nearest Commerce Dept. Field Office.

Spain suspends certain imports

Anti-dumping measure affects 34 commodities

In a Resolution published in the State Gazette of July 31, Spain's Directorate General of Tariff Policy suspended until further notice all imports of several commodities. The purpose of the Order is to protect Spain's national production from alleged unfair competition arising from commodities imported at less than the fair market value in their country of origin. The commodities are:

27.02-A lignite, not agglomerated; **31.02-C** calcium nitrate containing not more than 16% of nitrogen and calcium nitrate-magnesium nitrate, whether or not pure; **31.02-D** ammonium nitrate; **31.02-E** ammonium sulphate; **31.02-F** ammonium sulphonitrate; **31.02-I** mixtures of ammonium nitrate with chalk, gypsum or other inorganic nonfertilizing substances; **31.05-A** ammonium phosphates containing not less than 6 milligrams of arsenic per kg.; **31.05-B** compound and complex fertilizers;

39.02-A1 and A2 polyethylene in the following forms: liquid or pasty (including emulsions, dispersions, and solutions); blocks, lumps, powders (including moulding powders), granules, flakes and similar bulk forms; monofil of which any cross-sectional dimension exceeds 1 millimeter, seamless tubes, rods, sticks, and profile shapes, whether or not surface-worked but not otherwise worked; and plates, sheets, strip, film, and foil, whether or not printed or otherwise surface-worked but not cut to shape or otherwise worked, and rectangular articles cut therefrom, not further worked;

51.01-A1 yarn of synthetic fibers (continuous), not put up for retail sale; single, not thrown or with a twist of less than 35 turns per meter; **51.02-A1** monofil, strip (artificial straw and the like) and imitation catgut, of synthetic fibers (continuous); **56.01-A2 and A3** discontinuous synthetic fibers of polyester and acrylic, not carded, combed or otherwise prepared for spinning; **56.02-A2 and A3** continuous filament tow of synthetic fibers of polyester and acrylic for the manufacture of man-made fibers (discontinuous); **56.04-A2 and A3** synthetic fibers of polyester and acrylic (discontinuous or waste), carded, combed or otherwise prepared for spinning; **56.05-A2 and A3** yarn of synthetic fibers of polyester and acrylic (discontinuous or waste), not put up for retail sale;

84.11-D2 motor pumps and compressors, other; **84.15-A** domestic type refrigerators, weighing not more than 200 kg., including refrigerating equipment weighing not more than 50 kg., and separate cabinets therefor; **84.40-A1** clothes-washing machines, domestic type, automatic and semi-automatic; **84.40-A2** clothes-washing machines, domestic type, others; **85.06-A, B, C and D** electromechanical domestic appliances, with self-contained electric motor; **85.10** portable electric battery and magneto lamps, other than lamps falling within heading No. 85.09; and

85.12 A, B, C, D and F electric instantaneous or storage water heaters and immersion heaters; electric soil heating and space heating apparatus; electric hair dressing appliances; electric smoothing irons; and electric heating resistors, other than those of carbon, mounted or unmounted.

U.S.-made clothing captures sales honors in Western European 'America Weeks' sales

Study of promotions in Spain, Denmark, France, Sweden, Belgium shows greatest buyer preference for U.S. ready-to-wear goods, specialty foods

A product analysis of several Western European America Weeks promotions held during the last eighteen months has good news for American manufacturers of ready-to-wear clothing, kitchen accessories, white goods, and canned and specialty foods. In every one of the special promotions where they were featured, products in these categories had considerable consumer appeal, and were sold out almost entirely within a few weeks of their initial display.

At the Galerias Preciados promotion held in five of the chain's nine stores throughout Spain from March 18-April 19, 1966, men's clothing proved popular, particularly dress shirts, underwear, Levi's and clothing with a sports motif such as polo shirts and golf jackets. Spaniards were particularly impressed with the standardized, graduated, sizing of the clothing.

Food sales high

American canned and specialty food products also were quite successfully marketed in several promotions, notably in Denmark and France. A two-week sale in the 170 stores of the Danish IRMA food-store chain held in late fall of 1966, sold $210,000 worth of American food items, a 360 percent increase over a similar promotion two years earlier.

In addition to the 92,000 quarts of bottled fresh orange juice sold, fresh grapefruit juice, specialty spices, and cake mixes were successfully introduced for the first time, and are being sold on a continuing basis.

The surprise of Ahlen and Holm's "Hello California" promotion held in 14 stores throughout Sweden from April 24 to May 6, 1967, was the success of U.S. infants' and children's wear. Men's and women's sports and beach wear, reflecting the colorful California theme, also sold very well, with company officials commenting on the high quality of the goods—even in the paper dresses.

Moderately priced ladies' foundation garments, lingerie, sleepwear, and bathing suits, featuring American fabrics relatively new to the European market, were highly popular not only in the Swedish promotion, but also in two French, one Belgian, and one Spanish America Week.

While some of the small kitchen appliances and gadgets were confusing to many European consumers in the smaller towns of Spain and Sweden, these items were well accepted by the more "travelled" residents of metropolitan centers.

American-made white goods, particularly towels, sheets, and blankets, met with encouraging consumer acceptance, and although they were generally higher priced than their normal European and Japanese competition, consumers were willing to pay more for the higher quality evident in many of the American versions.

Among the other products which sold well were high-impact plastic dinnerware; garden and picnic equipment, including paper plates and other convenience items; outdoor furniture; cameras and projectors; stationery and writing accessories; high quality hand and power tools; and some cosmetics.

Industrial electronics show will highlight latest products

U.S. visitors to the Third International Exhibition of Industrial Electronics (INEL-67) in Basel, Switzerland, Nov. 14-18, will see the products of some 675 worldwide electronics firms on display, including those of 162 American companies. In all, 17 countries are participating in the fair.

A major attraction of the fair is its concentration strictly on industrial electronics, with emphasis on the field of equipment for manufacturing electronics products. Eight main product groups will be represented: components, measuring equipment, equipment for control and automation, power electronics, communications, electronic production equipment, applications of electronic products, and technical literature.

The last biennial edition of the fair was attended by over 30,000 engineers and executives from 20 countries, and the larger display this year is expected to draw even more visitors.

Write: Fair Secretariat, CH-4000, Basel 21, Switzerland.

U.S. heating, cooling show to attract foreign visitors

The 15th National Air-Conditioning, Heating, and Refrigeration Exposition is scheduled for Jan. 29-Feb. 1, 1968, at Atlantic City, N.J., in conjunction with the annual convention of the National Warm Air Heating and Air-Conditioning Association. The show and convention are expected to draw more than 15,000 contractors, engineers, wholesalers, dealers, architects, and others from throughout the United States, as well as from 25 foreign countries.

Over 200 exhibitors are expected to show the latest in heating, ventilating, and air-conditioning equipment at the show. Open only to the trade, the exposition will feature special briefings on the latest state-of-the-art for those in attendance.

Write: George E. Mills, Show Director, Air-Conditioning and Refrigeration Institute, 1815 North Fort Myer Drive, Arlington, Va. 22209.

Swedish Teenage Fair aims at youth buying power

The first International Teenage Fair has been scheduled for Nov. 17-22 in Goteborg, Sweden, to show products designed to appeal to the increasing purchasing power of young people.

The 15-24 age group is particularly affluent in Sweden, and presents an attractive market for the latest in products reflecting current style trends. Products suggested for display include: clothing, shoes, radios, television sets, phonographs, records, automobiles, motorcycles, scooters, go-carts, bicycles, beverages, food products, cosmetics, lighting fixtures, hobby articles and sporting goods.

Write: Teenage Fair, AB, Tradgardsgatan 5, Goteborg C, Sweden.

Telemetry meeting, exhibit

Leading manufacturers will demonstrate their latest telemetry equipment at the 1967 International Telemetering Conference to be held at the Marriott Twin Bridges Motor Hotel, Washington, D.C., Oct. 2-4.

The conference, sponsored by the International Foundation for Telemetering, will bring together experienced engineers to discuss design and application problems, and to survey the latest developments in telemetery hardware.

For further information, **write:** E. Jack Stockwell, General Chairman; NASA Headquarters; Code T; Washington, D.C. 20546.

Greek outlook puzzling

New Government hopes to revive economy through large foreign investments

Trends in the Greek economy are very difficult to identify, due to the effects of the recent coup, a readjustment process as the economy slows down from the recent period of rapid but uncontrolled growth, and an adverse international situation which is aggravating Greece's balance of payments position.

According to available evidence, the growth rate of Greece's gross national product (GNP) for 1967 is not expected to exceed 5.5% at constant prices, compared with an average growth rate of 8% during the past three years. However, the causes for the slowdown cannot be attributed primarily either to the military's seizure of power on April 21 or to the period of political uncertainty preceding it.

Given the rapid but uneven growth resulting in serious structural imbalances in the economy, a period of readjustment was to be expected. It is unfortunate that this period has also been marked by adverse changes in the international situation, resulting in a further deterioration in the country's balance-of-payments position.

The index of industrial production for May (using 1959 as the base year) was at the same level as May 1966 and, if one excludes the production from the new industrial units of Pechiney Aluminum and Esso-Pappas, total production for the first five months of 1967 was less than during the corresponding period of the previous year.

The main cause for this slowdown has been a decline in the rate of growth in capital formation. It is possible that during 1967 private domestic capital formation will not increase at all after registering gains of over 14% in each of the previous two years.

Construction slump

Activity in the construction industry has shown a marked decline since the government decided to end the speculative building boom by collecting both a capital gains and a stamp tax on real estate transactions. Unfortunately, the lack of both a developed capital market and a banking system geared to the demands of industrial growth prevented the channeling of this capital into more productive investments.

More recently economic activity has been limited by the sluggish growth of exports, a recession in the tourist and publishing industries, more efficient tax collections, reduction in workers' remittances, and a decrease in activities in ship repair yards caused by the closure of the Suez Canal.

Economists have felt that such a slackening in economic growth would help alleviate Greece's chronic balance-of-payments deficit by reducing import demand. With total exports covering only 35% of Greece's imports, net earnings from invisibles and capital investments have generally been insufficient to offset the trade deficit. Unfortunately, this year the growth in exports as well as these other sources is expected to lag behind even the projected reduced rate of import growth, thus aggravating the situation.

The rate of import growth is expected to decline to 6% compared with 12% last year, due to a reduction in demand for capital goods and industrial raw materials. Further decreases are precluded by the government's reluctance to place restrictions on imports of manufactured consumer goods because of the possible inflationary consequence and their effect on relations with the major world trading areas.

Exports, on the other hand, have grown at the reduced rate of only 2.2% during the first five months, compared to 18% during the corresponding period last year. This is largely due to Greece's inability to dispose of agricultural surpluses and continued economic recession in Western Europe.

During the first six months net invisible earnings grew at the disappointing rate of 3.8% due to a decline in the rate of growth of emigrant and workers' remittances and, more significantly, in tourism. Although it now is apparent that there will be recovery of the tourist industry for the remainder of the season, and an increase in shipping remittances due to the Suez Canal closure, the total growth

PRIVATE FOREIGN INVESTMENTS are expected to play a big role in solving the new Greek Government's economic problems. This is the Greek branch of a Reading, Pa. women's hosiery manufacturer.

of invisibles for 1967 will almost certainly be well below the rate of 15.9% for 1966.

In the absence of international assistance it is expected that the total Greek deficit for 1967 will be in the neighborhood of from $70 to $90 million. Although the actual size of the reduction in the reserves will depend on how much of this deficit is offset by transfers from the gold sovereign account, it is very possible that they will decrease to $220 million, the lowest figure since 1959.

Given the political and economic uncertainty which characterized the period before and immediately after the coup, the new Government initially followed stabilizing policies, and was particularly happy with the resulting decreases in the price levels and favorable trends in bank deposits and note circulation. Although not abandoning its conservative policies, the Government has been showing indications of adopting more expansionary policies, such as its decision to liberalize the Bank of Greece's reserve requirements and discount rate and to encourage certain types of construction activity.

Depends on private enterprise

The Government has staked its reputation on its ability to solve the underlying problems plaguing the Greek economy. It feels that a judicious use of incentives and controls should be able to stimulate the private sector into becoming the driving force behind Greek economic development. It also believes that this cannot occur unless social measures are introduced to eliminate the glaring inequalities between classes.

The Government has not yet indicated how it will specifically implement these policies or, for that matter, whether it possesses the necessary expertise.

The Government has provided for the speedy prosecution of income tax evaders and has promised to update the present income tax law.

In the field of agriculture, it has promised to review the situation thoroughly, but with the exception of increasing pensions and social services for farmers, limiting meat and poultry imports, and allowing for private participation in the grain trade, the Government has done little as yet to solve the related problems of growing crop surpluses and the declining standard of living of the farmer compared to his urban counterpart.

Nor has the Government proposed specific measures to improve the productivity and skills of Greek labor, reduce the incidence of partial and complete unemployment, and provide eventual domestic employment for workers presently in Germany.

Future Greco-American economic relations will be determined in large measures by the success of the present government in setting Greece on the road to sustained economic growth. The United States, especially private enterprise, will have a role to play in this transformation by providing the capital, the know-how, and the imports required to support economic development. However, it can also expect increased competition from other sources of supply.

The new Greek Government is actively soliciting productive foreign investment as evidenced by its continual public pronouncements on the subject and attempts to facilitate the processing of investment applications. The effects of the host of tax and financial inducements provided in the Foreign Investment Law 2687 enacted 14 years ago have frequently been nullified by bureaucratic delays and political uncertainties, so the Government has established definite time limits for the processing of investment applications.

In an effort to induce companies with overseas branches or sales offices to establish themselves in Greece, acting on ideas presented by the Hellenic-American Chamber of Commerce, Greece passed Emergency Law 89/1967 on August 1, providing relief from burdensome administrative and bureaucratic regulations for these companies. Finally, the Government no longer insists that new firms export a certain percentage of their output, settling for proof that its output will displace imports.

There have already been signs of renewed interest by foreign investors, which had been at a low ebb. Adhering to its promise, the new Government approved in a short time outstanding investment proposals by Union Carbide and Goodyear International in productive enterprises totaling $17 million as well as giving provisional approval to a $10 million tourist project sponsored by a German-American group.

Expansions approved

Esso Pappas and Pechiney Aluminum, the two largest foreign companies operating in Greece, have already received approval for expansion plans.

However, the biggest accomplishment for the Government has been the agreement with Litton providing for the importation of $830 million of capital during the next 12 years for the development of Crete and the Western Peloponnesus. The amount of actual capital inflow that will result from this Agreement in the near future remains to be seen, however.

Interest on the part of American investors is expected to increase provided the political situation remains stable. Greece is still one of the few European countries without either a television network or a car assembly plant. Given the location of Greece and the existence of relatively cheap and potentially efficient labor, Greece should be a good place for processing and assembly plants.

Greece offers potential access to four expanding markets—the Common Market, of which she is an associate member, the developing areas of Africa and the Middle East, Eastern Europe, and, of course, her own domestic market.

Increased competition from EEC

The United States, although still the largest supplier of the Greek market, has been facing increased competition from the Common Market. Benefiting from a 40% tariff reduction resulting from Greece's EEC association, the nations of the Community increased their combined share of the Greek market from 39% during the first five months of 1966 to 41% during a similar period this year. During the same periods, U.S. imports actually decreased $4 million to a total of $83 million, and her share of the market decreased from 20% to 18%.

Part of the reason for this decrease has been the completion of many AID-sponsored as well as privately-financed projects. Thus, during 1966 capital goods imports from the United States declined 18% to a level of $48 million while the total of similar goods coming from the Common Market increased 8% to almost $250 million.

If the United States is to maintain its position in this market, American suppliers must improve their financial terms. As of the middle of this year, out of total outstanding supplier credits of $323 million, $37 million, or 11%, had originated from the United States, whereas West Germany, the Sterling areas and France accounted for 28%, 15% and 13% respectively of the total. Also, approximately one-sixth of all Greek imports are awarded through competitive tenders of public corporations. U.S. suppliers must be better prepared to respond to the challenge of European and Communist bloc competition.

The category of United States imports which has shown the greatest strength during the recent period has been finished manufactured goods, whose total increased by 45% alone during 1966. This is due to the Greek preference for American brand names, their rising standard of living, increased utilization of automobiles, and the extension of the electrical grid to many rural areas.

The demand for American industrial

raw materials increased as a result of the completion of many U.S. investment projects. For example, there was a 60% increase recorded in crude oil imports from the United States as a result of the completion of Esso Pappas. However, these figures are somewhat misleading as these imports, which now amount to about 10% of the total of American imports, actually were Middle East oil produced in U.S.-owned wells.

The future of the Greek market is cloudy. It is still questionable how successful the new government will be in substituting domestic production for imported consumer goods. Even if it is successful, the establishment of these enterprises usually results in increased demand for raw material and capital goods as well as inducing increases in the standard of living which result in additional consumer good imports. Capital goods imports should increase if the new government is successful in attracting American investment.

Also, U.S. exporters will benefit from the reductions in tariffs resulting from the Kennedy Round, which will partially offset the trade diversionary effect of EEC tariff reductions.

Areas offering a particularly promising future include those providing equipment for new tourist facilities, the Greek transportation network (especially Olympic Airlines), power and water purification plants, food processing operations and communication facilities, specifically the proposed establishment of a national television network.

Unlike the situation in imports, the U.S. share of Greek exports has increased recently despite Greece's adherence to the Common Market. A comparison of the first five months of 1966 and 1967 reveals that the U.S. share of total Greek exports increased by 3% to an annual level of $68 million, while the Common Market's share decreased by 2% to a 27% share of the total.

Thus the United States is supplying only 18% of Greek imports while taking 23% of her exports.

The United States also contributes a large share to Greece's invisible earnings, and over the long run these contributions probably will increase. Improved facilities will attract American tourists who, although numbering only about 20% of total visitors, provide 50% of Greece's tourist receipts.

Finally, emigrant remittances from the United States accounted for 32% of Greece's total earnings from this source in 1966, and there is no indication that political developments this year have reduced the flow.

GROWTH RATE OF CANADIAN OUTPUT is declining, causing concern about the country's international competitive position. This is the Steel Company of Canada's Hilton Works at Hamilton, Ontario.

Canadian imports from U.S. running 15% ahead of record 1966 pace despite slower economic growth

Kennedy Round should have profound effect on trade picture, as Canada concentrated on items traded heavily with U.S.

Market observers believe that U.S. exports to Canada in 1967 will exceed by 10 to 12% the 1966 record of C$6.1 billion. In the first half of 1967, U.S. exports rose by 15% over the same period in 1966.

The Kennedy Round negotiations may have a profound, if gradual, effect on Canadian trade and production. Cuts in Canadian tariffs will help to reduce production costs for processors and manufacturers. Canada has received concessions from other countries on C$3 billion in export trade, including grains, which should stimulate greater exports at higher rates.

Two features of the Kennedy Round agreement are of particular importance: the concentration of concessions on goods within the U.S.-Canadian trade pattern. and the preponderance of concessions in the industrial manufacturing sector. Of the total Canadian trade involved in the negotiations, (C$5.5 billion) four billion is with the United States. The EEC by comparison accounts for a total of only C$160 million.

The effect on patterns of trade should be a reinforcement of the already strong U.S.-Canadian trade ties. The extent of free trade already carried on will be substantially increased by elimination of U.S. duties on Canadian exports of certain lumber, fisheries, agriculture, chemicals and mineral products.

Canada, for its part, has also eliminated

duties on a substantial number of U.S. exports.

The reduction of margins of preference with the U.K. will very likely enhance the trend over a period of time.

Canada made concessions on imports amounting in 1966 to about C$2.5 billion. The U.S. alone accounted for approximately C$2 billion worth of this trade. Apart from sectors such as textiles and footwear where rates of duty were only slightly reduced, rates of duty on finished manufactures will generally be in the order of 17½% to 20%; intermediate products range downward from 15% while many basic commodities will be free or close to free.

The most important sector is in iron and steel and manufacturing which account for about half of total Canadian imports from the U.S. In the case of production machinery, Canada will have a single rate of 15% replacing a dual-rate system of 22½% for machinery made and 7½% for machinery not made-in-Canada.

A Review Board will grant full duty remission for imports of machinery which have been determined not to be available in Canada.

There have also been substantial cuts averaging about 25% in transport equipment, electrical apparatus, iron and steel bars, rods, and plate. Rates have been reduced to free on rods and to 17½% on wire products.

Significant reductions have been also made in tariffs on agriculture products fresh and processed fisheries products, tobacco and liquor, cement, aluminum and other non-ferrous metals, chemicals, natural gas, and coal to name some of the more prominent items.

Lesser cuts were made on textiles, on leather and on rubber goods.

Most important from the Canadian view is the U.S.'s 50% slice of duties on Canadian exports of manufactured goods which were valued at $700 million in 1966. As Trade and Commerce Minister Robert Winters said, the Kennedy Round may be regarded as the turning point in the transformation of Canada from a resource-based economy to one of the most advanced industrial nations.

The interest of foreign countries in expanding trade with Canada will reach an all-time high in 1967. Some 60 foreign trade and investment groups have visited Canada this year, including a 10-member Japanese Iron and Steel Foundation group, a 90-member Czechoslovak Construction Industry mission, and the current visit of the Soviet Foreign Trade Minister.

Foreign Trade groups have also come from France, Sweden, Denmark, Australia, Italy, Germany and Great Britain. In addition more than 1,500 individual foreign businessmen from 35 countries have visited Canada for trade and investment development purposes.

MOST SIGNIFICANT ACTION FOR CANADA at recent Kennedy Round was U.S. agreement to slice 50% of duties on Canadian manufactured goods. Above, workers at Ford of Canada's Oakville assembly plant.

Canada's chemical industry has lowered its 1967 targets for sales and earnings. Synthetic fiber producers have been hit hard by the surplus in world productive capacity. The chief competitive threat is in the form of fabrics and made-up textile goods from Japan, Hong Kong and one or two European countries.

Strong competition

Competition for the Canadian cotton fabrics market is strong and growing. The U.S. supplied 112 million square yards in 1966 compared to 87 million square yards in 1965 while foreign competitors (Japan, India, Eastern European countries, and the EEC) provided a total of 141 million square yards—an increase of 13 million over the 1965 level of 128 million sold to Canada by these countries.

Imports of vegetables from the United States have continued later than usual due to poor growing conditions in Canada.

Strong demand for meat in Canada is resulting in higher prices which tends to reduce the flow of meat and live cattle to the U.S. Demand is expected to continue strong at least until Expo ends on October 29.

Interest in joint ventures for development of many types of resource-based industries reportedly is strong among British, Japanese and French firms in such basic Canadian industries as pulp and paper, oil refining, coking coal, potash, automobile production, petro-chemicals, and other new industries.

In the first quarter of 1967 Canada's balance of payments deficit on current account was C$340 million, down 16% from the C$405 million for the same period in 1966. The improvement is wholly attributable to the favorable merchandise trade balance of C$77 million compared with a C$1 million deficit for the first quarter of 1966. The fact that the trade figures for the first six months show a surplus of C$148 million compared to C$21 million for the first half of 1966, in addition to expected increased tourist receipts resulting from the Centennial celebration, indicates a continuing improvement in the current account.

The latest estimates call for a deficit of only C$750 million in 1967, compared to C$983 million in 1966 and C$1,083 million in 1965.

The net improvement in Canada's external payments position has been re-

flected in its foreign exchange holdings and the recent strengthening of the Canadian dollar.

The Canadian economy continued to grow during the first quarter of 1967 at about the same rate as the last part of 1966, but at a much lower rate than the 1966 annual rate of 10.9%.

Indications are that the increase in GNP for 1967 will be under 7%, with prices accounting for half the monetary value of the growth.

External demand thus far has been the most vigorous factor behind the moderate economic growth, since a sharp drop in the growth of investment, including construction, has caused domestic demand to increase only marginally.

After a gradual decline during the first quarter, the industrial production index jumped four points in April to 280.8 (1949 = 100). A 0.4% decline in May production, however, caused many economic observers to revise their expectations of a strong resurgence in economic activity.

Transportation equipment, which showed an increase in June for the fifth consecutive month, is a bright spot in the economy. In particular motor vehicle production, which lagged behind the 1966 rate for the first part of 1967 has picked up recently, due to a spurt in sales of passenger vehicles which has left car manufacturers with insufficient inventories to carry dealers through the changeover period. It is estimated that production was running 15% above a year ago in June, bringing total production in the first half year only 1.5% below a year ago.

Overall business investment in 1967 is now expected to exceed that of 1966 by 3%. An increase of 19% in investment in the fuel and power sector is the major contributor.

Investment intentions in other sectors have been increased only moderately since the beginning of the year, and outlays in manufacturing as a whole are still expected to be 7% lower than in 1966.

Planned outlays by governments are now expected to increase by 5% over 1966 while investment by institutions (universities and hospitals) is expected to be 15% greater than in the previous year.

Factors in the improved outlook for investment include the lifting of government restraints on investment (the removal of the 5% refundable tax on corporation profits, the elimination of the remaining 6% tax on production machinery and the restoration of the tax deduction for capital depreciation); anticipation by businessmen of a renewed economic expansion; the continuing strength of U.S. demand for Canadian exports and the infusion of new funds for housebuilding by the Central Mortgage Authority.

Some firms have indicated a reluctance to make large scale investments because of the recommendations of the Royal Commission on Taxation (Carter Report) which could adversely affect their tax status, such as the three year tax holiday and the depletion allowances in the petroleum and mining industries. Although this may have a detrimental effect on investment in the future, it is precisely in these sectors in which the greatest investment increases are expected in 1967.

The acceleration of construction activity in residential building in 1967 has not been matched in the large construction field. While construction contracts for residential construction were up 26.6% for the first seven months, commercial contracts of over C$1 million were down 32%, resulting in a 2.1% decrease in the value of contracts for all types of building.

Wheat accounted for over half of the C$2 billion agricultural exports in 1966. Exports in the crop year ending July 31, 1967, were approximately 525 million bushels, well below the 585 million exported the previous year, despite increased aid shipments of wheat, especially to India.

Consumer spending showed some gain the first half of 1967, with most of the strength in outlays for services. Retail trade in non-durables has been at a relatively high level, stimulated in part by the Centennial celebrations and the tourist trade. Except for the recent upturn in automobile sales, consumption of durables is not as encouraging.

Spending may pick up

Personal incomes were running at an annual rate of 9% higher than the first quarter of 1966, providing some basis for hope that consumer demand may pick up during the second half of 1967. The annual gain is expected to narrow from 8.7% in 1966 to about 7.5% this year.

The consumer price index has continued rising at an ever-increasing rate. The index in July reached 150.2 (1949 = 100) a 0.9% increase over June and 4.1% above July 1966. Although all main components except clothing, tobacco and alcohol increased, food and housing accounted for close to 70% and 20% respectively of the total rise.

The general wholesale price index, after declining somewhat in March and April, has started rising again, but at a slower rate than the consumer price index. The June index reached 263.6 (1939 = 100) an increase of 1.5% above June 1966. The largest increases took place in animal products, nonmetallic minerals, chemicals and vegetable products.

Despite increasing unemployment, wage rates have continued to rise. Average hourly earnings in March, compared with those a year earlier, were up 6.8% in manufacturing, 8.7% in mining, and 12.6% in construction. Average weekly hours declined in each industry group.

Wage negotiations

Though 1967 is not as active a year for collective bargaining as last year, the major contracts so far negotiated this year have included wage increases averaging from 6 to over 10%. The shipping and auto settlements expected this summer and fall will no doubt at least match this pattern, especially in autos, where parity with U.S. wages is a major bargaining demand of the United Auto Workers.

There is continuing concern in Canada about the decline in the growth of productivity and the effect this will have on the country's international competitive position. Recent Government statistics reveal that non-agricultural output per worker in 1966 increased only 1.8%, the lowest in nine years, compared with 2.5% in 1966 and 3% in the three preceding years.

Corporate profits for the first quarter of 1967 reached their lowest level since the end of 1964. Seasonally adjusted before taxes corporation profits were 11% below the last quarter in 1966. Of the twenty-two major industrial categories only the following showed gains over the first quarter of 1966: paper, printing, petroleum and coal products, power and water utilities, finance and real estate, and service industries.

Long term and short term interest rates, which fell off during the early part of 1967 from their 1966 highs, resumed their upward trend in April despite easier monetary and fiscal policies pursued by the Government. Long-term Government of Canada yields are now close to the market crisis level of 1966.

Although there has been a sustained high level of savings relative to disposable income, it has not been sufficient to meet the strong demand for funds by corporations and Government, not so much for investment purposes, but to improve their liquidity positions.

The provinces and municipalities, despite access to the proceeds of the Canada Pension Plan, are also expected to maintain a heavy rate of borrowing.

Kenya, Tanzania, Uganda levy new duties on various products

U.S. suppliers will be affected by taxes on cereals, cars, paper products and others imposed as result of East African Treaty

Revenue measures recently enacted by the governments of Kenya, Tanzania, and Uganda provide tangible support to dual policy objectives of the recently signed Treaty for East African Cooperation: increasing government revenues available to finance domestic development programs and effecting a greater degree of harmonization in fiscal legislation.

As a result of the new measures, business firms incorporated in East Africa will now be taxed 40% retroactive to 1966 income—up from the former rate of 37½%. Exceptions to the general rule include insurance companies, which will pay 37½% or 7.5 shillings (shs.) on the pound (£), and selected mining enterprises, for which the rate has been set at shs. 4.5 on the £ or 22½%, a considerable increase over the previous rate of 5% (shs. 20=£1, or US$2.80).

Changes will also be evident in the common schedule of external duties applicable to the three countries, including an increase from 37½% to 50% ad valorem on imports of luxury foodstuffs, in keeping with government policies encouraging self-sufficiency in food production.

Among the principal items affected are ghee, jams, pickles, preserved fruits, spices, confectionery, nuts, macaroni, tomato puree, and miscellaneous foodstuffs. This latter category includes breakfast foods, U.S. sales of which totaled almost $45,000 in 1966; total U.S. sales in all other groups referred to amounted to $234,066.

Added textile levy

Also designed to encourage domestic industry is an additional 25 East African (EA) cents (100 cents=1 shilling) per yard specific duty on imported textiles over 24 inches wide—an excise tax of the same amount is to be applied to similar domestic products—in addition to the present ad valorem levy of 40%.

Additionally, the duty on imported cotton gray unbleached fibers is to be increased from shs. 1 to shs. 1.25 per sq. yd. and from shs. 1.25 to shs. 1.50 per sq. yd. for cotton, other, and man-made fibers. Lace, tulle and various other net fabrics, will now carry a duty of 40% ad valorem.

Progressive scales of import duties and registration taxes, which will add approximately 135% to the import price of automobiles over 2250 cc's capacity have also been announced as a means of discouraging purchases of luxury vehicles.

The new duty classes will now be set at 30% on vehicles of 1200 cc engine capacity or less; 40% on those under 1800 cc; 50% on those under 2250 cc's and 70% on those in excess of 2250 cc's.

Ball and roller bearings, cameras and unexposed film, formerly admitted duty free, are now to be dutiable at 30% ad valorem.

Unprinted wrapping paper, on which the new levy has been set at 15%, will also be taxed for the first time.

New tax structure

Income (Shillings)	Taxation (Shillings)
up to 2,000	exempt, as at present
2,000- 3,000	30
3,000- 3,492	60
3,492- 3,900	96
3,900- 4,320	96 plus 10% of income over 3,900
4,320-10,200	138 plus 15% of income over 4,320
10,200-24,320	10% of total income
over 24,320	2,432 plus 4.5% of income over 24,320

Other significant increases will apply to beer, wine and cigarette lighters. An increase of EA 15 cents in the duty applicable to imports of crude or partly refined petroleum, motor spirits, gasoline (to US 30 cents per imperial gallon) and other light oils and EA 10 cents on fuel oil and light amber will effectively cancel recent price reductions by major producers.

Service charges on aviation gasoline, which remains free of customs duties, will be abolished to encourage tourism.

In addition to the above measures, which apply equally to all three countries, Tanzania has announced plans for unspecified changes in export taxes applicable to a wide variety of agricultural products, including cashew nuts, castor seeds, simsim, sunflower seeds, hides and skins, and various grades of coffee.

Most significant

The most significant adjustment appears to be the extension of the coffee export tax to all shipments, including those destined for non-quota markets, in an effort to curb domestic production in support of the aims of the International Coffee Agreement.

Increases in the rate of export tax on cotton are to be absorbed by alterations in the marketing cost structure of the industry and are not expected to affect external producer prices.

Revised schedules of personal income taxation in the three countries will place heavier burdens on taxpayers in the middle and upper income classes.

Income accruing in or derived from East Africa continues to be subject to a standard rate of shs. 2.5 on each £ of chargeable income (12.5%) in addition to a progressive surtax. Although the standard rate remains unchanged, the new measures will raise the present maximum surtax of shs. 12 per £ (60%) on income in excess of £10,000 to shs. 13 on income over £15,000 in tax year 1967. Income between £10,000 and £15,000 will remain subject to surtax at shs. 12, or a total tax incidence of 72½%.

Revisions of Tanzania's tax structure for the coming year represent the preliminary results of an overall evaluation of revenue measures and may be followed by further alterations. The effect on individual taxpayers, will vary according to income, with those earning over $1,190 yearly most seriously affected.

Although taxation of income by the

East African Common Services Organization (EACSO) is to continue under the auspices of the Income Tax Department, as provided under the terms of the new Treaty for East African Cooperation, the Tanzanian personal tax and development levy, both taxes on income, are now to be combined in a single levy administered by the central government. The revised schedule of taxation is shown below in the accompanying box.

Provision is also made for the reduction of the marriage allowance from £600 to £450—a measure which was defeated in Kenya—and an increase in the child allowance to £120 per dependent.

Uganda's personal allowances are to remain at their present levels, pending announcement of government plans to reduce them to levels approximating those in the other two countries.

Notable revisions

Other notable revisions include the raising of the higher standard rate in Kenya to shs. 8 (40%) on the £ and the indefinite extension of Uganda's "development tax" of 5% on all chargeable income. Additionally, Kenyan estate taxes are to be raised—from 37½% to 40%—as are betting pool taxes, which will double from 10% to 20%.

These new regulations supersede those cited in the Department of Commerce publications entitled *Establishing A Business in East Africa* OBR 66-93 and *Foreign Trade Regulations of East Africa* OBR 66-40, both of which are available for 15 cents each from any Department of Commerce Field Office or from the Superintendent of Documents, GPO, Washington, D.C. 20402.

Road study in Ceylon gets World Bank aid

The World Bank will make a technical assistance grant equivalent to $200,000 for a highway study in Ceylon which is expected to provide a 10-year master plan for the rehabilitation and development of primary and secondary highways.

The World Bank has retained the consulting firm of Wilbur Smith and Associates of New Haven, Conn., to carry out the study. This firm made a general study of Ceylon's transport system in 1961. The consultants are expected to begin their work in Ceylon in September and the study should be finished in about a year.

Pakistan relaxes controls on imports; new policy affects licensing patterns

Further reduction made in number of Free List commodities with greater reliance put on Export Bonus Scheme to regulate imports

Pakistan's recently announced import policy for July-December 1967, while reflecting uncertainty over foreign exchange availabilities, provides for a degree of relaxation in administrative controls over the composition of imports.

Although in the preceding two years Pakistan's import policy was issued on an annual basis to cover the fiscal year July-June, the present policy is confined to a six months period because of the absence of firm commitments to Pakistan's requests for commodity aid from the AID Pakistan Consortium. After commodity aid commitments become firm later in the year, the Pakistan Government plans to review the exchange position and possibly issue a policy for calendar year 1968.

The new policy introduces a marked change in the pattern of import controls with: 1) a reduction of the Free List from 67 to 10 of the most essential items; 2) a significant change in the composition of the quota licensing list; and 3) considerably greater reliance on the Export Bonus Scheme to regulate imports with the transfer to the scheme of numerous essential import items. (See INTERNATIONAL COMMERCE of March 6, 1967, p. 25 and Aug. 29, 1966, p. 28 for a review of the previous policy).

The Export Bonus Scheme is the only element of Pakistan's licensing structure which is essentially free of administrative control over import composition. Under the scheme, exporting industries are issued bonus vouchers equal in value to a percentage (generally 20 or 30%) of the f.o.b. value of their exports. These vouchers may be exchanged at the control authority for bonus import licenses for any of over 200 items specified in a bonus import list.

In the past, the bonus import list had consisted mainly of consumer goods and other less essential items. The character of this list now is considerably altered, however, with the addition of numerous essential items of raw materials, components, and spares which formerly were on either the Free List or the quota licensing list.

Bonus vouchers are legally transferable and are traded freely in the open market, thus allowing market forces, rather than administrative decisions, to regulate the composition of bonus imports.

The ten items remaining on the Free List, which have accounted for roughly two-thirds of the total imports under the previous list of 67 items, are: iron and steel; nonferrous metals and ferro alloys; chemicals; tools and workshop equipment; coaltar dyes; asbestos fiber; fertilizers (for the public sector only); insecticides and pesticides (for the public sector only); fractional power pumps (for East Pakistan only); and marine diesel engines.

Same effect as licensing

As in the past, commercial importers and industrial consumers may open letters of credit for these items without an import license, subject to ceilings based on past import performance. With the application of ceilings on individual letters of credit, which was introduced in 1966, the Free List has, in effect, taken on the characteristics of a licensing system, with the letter of credit replacing the import license as the instrument of control.

Sixteen of the former Free List items have been transferred to the import list under the Export Bonus Scheme (i.e., obtainable only against bonus vouchers), including maintenance spares, materials for the manufacture of electric bulbs and fluorescent tubes, electric insulating materials, packing for engines and boilers, duplicating stencils, and nylon bristles.

Most of the other Free List items in the previous policy have now been placed on the quota licensing list. Industrial consumers who had imported these items under the Free List will continue to be eligible to import them under quota license. Commercial importers who formerly imported Free List items now shifted to the quota licensing list will be allowed import licenses for only one such item.

The quota licensing list now consists of 83 items as compared with 96 in the previous policy. The composition of this list is changed significantly, however, by the inclusion of former Free List items and

the shifting of 37 formerly licensable items to the bonus import list. For items on this list, industrial consumers receive licenses according to fixed entitlements based on requirements for operations at single shift capacity. Commercial importers receive licenses under fixed quotas based on past import performance.

Among the 37 items moved from the licensing list to bonus in the current policy are machinery and millwork, home sewing machines, office machines, essential oils, cycle tire cord fabrics, nylon monofilament, viscose packing and wrapping film, patent and farinaceous foods, stationery, sports requisites, rubber thread, and certain types of electric bulbs.

Procurement of 13 items is tied exclusively to aid or barter sources. Procurement of three of these items—nonferrous metals, low lift fractional pumps, and nylon twine—is limited to U.S. sources against AID loan funds. Three other categories—iron and steel, chemicals and dyes, and drugs and medicines—are importable against U.S. loans but also from other aid/barter sources.

A new licensing scheme, called "cash-cum-bonus", is introduced in the current policy for the following goods: iron and steel not on the Free List; certain nonferrous metals and ferro alloys products; raw rubber, including latex reclaimed rubber; synthetic rubber and camelback; coconut oil; pasteboard, millboard, and cardboard; unexposed cinematographic film; aluminum foil, paper backed; condensed milk; and milk food for infants, malted milk, Ovaltine, and milo. By surrendering bonus vouchers under this scheme, importers may obtain licenses for these items for double the amount of the bonus vouchers surrendered.

Industrial licensing simplified

All registered industrial consumers continue to be eligible to import Free List items. The current policy is somewhat more restrictive, however, in the case of industrial licensing for items on the quota licensing list. Previously, there were 258 industries eligible for such licensing—148 List A industries licensable at 100% of their annual entitlements with the facility for repeat licenses, and 110 List B industries which received licenses on a specific basis, without repeat licensing.

In the current policy, a total of 219 List I industries (replacing list A and B) are eligible to import items on the licensing list, with licenses to be issued only once during the six months period (i.e., no repeat licenses). Licenses will be issued to these industries on a specific basis to be determined and announced separately by the Regional Controllers.

A group of 84 List II industries is excluded from regular licensing; instead, these industries must meet all their import requirements (other than Free List items) by surrendering bonus vouchers. Licenses obtained by these industries against bonus vouchers may be used to import goods on the licensing list as well as items on the bonus import list.

Pakistan is continuing the policy of allowing special import licenses to all exporting industries (except cotton textiles and jute manufactures) in amounts not exceeding 50% of the f.o.b. value of their exports. Subsequent notices are to be issued specifying the eligible import items for individual industries and the percentage of their entitlement against exports.

Information on the treatment of individual commodities may be obtained from the Near East-South Asia Division, OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

New Indonesia moves boost export incentives, ease use of aid funds and protect domestic industries

Single import list replaces the several previously in force; complementary foreign exchange earnings from exports reduced

Further changes in Indonesia's trade and exchange regulations went into effect on July 29 which increase the nation's export incentives, facilitate the use of foreign aid funds, and give greater protection to domestic industry.

Exports are now divided into two categories instead of three. Group A consists of nine major commodities—rubber, coffee, tobacco, pepper, copra, oil palm nuts, palm oil, diamonds, and tin—comprising 80% of the value of total exports excluding petroleum, to which special provisions apply.

Group B consists of all other non-oil exports.

Exporters of Group A products will receive 75% of the f.o.b. value of their exports as an export bonus (BE), while exporters of Group B products will receive 90%. This compares with bonuses of 50%, 75%, and 90% for the three former groups.

Check prices changed

Government-set check prices, which represent the export price for which exporters are accountable to the government, will no longer be used to provide an export stimulus. Considerable incentive had been provided to exporters by setting export check prices below world market prices and permitting exporters to retain the excess ("overprice") in the form of complementary foreign exchange (DP).

DP sells for higher prices on the open market than BE's, and can be used to import all except a few prohibited commodities and to pay for all invisibles.

Henceforth, check prices for Group A products will approximate world market prices. They have been discontinued for Group B products, for which exporters must now report true export prices.

The amount of DP exchange from exports has thus been greatly reduced, although DP's arising from invisible transactions will continue to supply the DP market.

As before, the export proceeds not retained by exporters as BE's or DP's must be surrendered to the government. However, whereas before the exporter was reimbursed for the surrendered exchange at the rate of Rp. 10 per U.S. dollar, he now must surrender it without reimbursement as a straight export tax.

For Group A exports, the tax is thus 25%, of which 15% goes through the banking system to the Treasury; and 10% is shared by the authorities of the province in which the export originated and the province from which it was exported.

For Group B exports, the tax is 10%, all of which is made available to the provincial authorities. This 10% tax, or automatic provincial foreign exchange allocation, continues to be known as an ADO.

Export procedures are simplified by the replacement of all export forms with a single multi-purpose form, which will be filled out by the exporter at the foreign

exchange bank after he receives the letter of credit from the foreign importer prior to shipment of goods. The requirement that a foreign exchange contract be completed in advance with the foreign exchange bank is eliminated.

Regarding imports, a single list has been introduced to replace the several lists previously in force. There are four groups of imports on this list.

Group I comprises non-consumer goods previously on the BE list of essential commodities, expanded to cover capital goods and certain other essential commodities. Group II imports correspond to consumer goods formerly on the BE list, specifically wheat, rice, certain construction materials, and manufactured textiles. Group III comprises residual goods. Group IV covers prohibited imports.

Aid imports are included in Groups I and II.

Imports other than government imports may be financed as follows:

Group I and II commodities may be financed with BE's; with special credit BE's issued for aid imports; with DP; and with privately owned exchange. In addition, Group I commodities may be financed with trade credits under a "BE without cover" regulation when the maximum net amount outstanding does not exceed $30 million.

Group III commodities may be financed with DP and privately owned foreign exchange.

Government imports are paid for with foreign exchange allocated from the Foreign Exchange Fund rather than BE's; however, a rate approximating the BE rate is applied to such imports. State enterprises and state trading companies must purchase their exchange requirements in the BE market.

As of Aug. 3, the BE rate per U.S. dollar was Rp. 136 and the DP rate was Rp. 154.

Most governments agree

Most governments providing aid to the Indonesian Government, including the U.S., have agreed to make this aid available through the BE system. Special credit BE's, usually restricted in use to procurement in the donor country, are issued by the central bank and authorized foreign exchange banks at a somewhat preferential rate, adjusted periodically to conform to the trend of the BE market.

The July 29 regulations made changes designed to facilitate the use of foreign aid funds. For aid-financed nonconsumer imports, only 25% of the import value is collected when the special credit BE certificates are purchased and a further 10% on presentation of documents. For consumer goods imported against aid finance, the corresponding requirements are 50% and 10%, respectively.

In both cases the unpaid balances may remain as outstanding credit for up to three months after presentation of documents at an interest rate of 3% per month.

The longstanding requirement that only firms registered with the Department of Trade could import goods was changed on July 29 to permit imports financed by foreign aid BE's to be conducted by anyone, whether registered or not.

For example, a factory producing goods is not required to place an import order with an importing firm, but may enter into import transactions direct with a foreign exporter provided it uses foreign aid BE's.

Payments for invisibles may be made freely with BE exchange in the case of certain transactions connected with trade, and for other transactions with DP exchange, provided that prior permission has been given. Specified invisibles relating to trade transactions may be approved under general licenses issued to authorized banks.

Protection for domestic industries was substantially increased by an increase in the valuation base for the calculation of import duties from Rp. 90 per U.S. dollar to Rp. 130 per U.S. dollar, effective July 31.

Sales taxes have been reduced or abolished for several Indonesian products in order to make exports more profitable and domestic products more competitive with imports. The sales tax was abolished for oil palm nuts and glass for use in spectacles, and a tax reduction of 50% was made on dry cell batteries, matches, auto batteries, and tires.

The requirement that forwarding agents be used by exporters and importers has been abolished, and foreign traders may now perform their own forwarding functions. In order to survive, forwarding agents must now make their services more desirable and efficient than those which the traders can themselves provide.

The government's maritime organizations, Bipalindo and Bapeluma, have been abolished. They have been replaced by an Indonesian sea transportation body which will unite and attempt to balance the interests of shippers, freight service enterprises, and shipping customers.

Uganda tightens import licensing requirements

The Government of Uganda has enacted an External Trade Order listing commodities which will now require import licenses to enter Uganda. Commodities affected by the July 20 licensing order which are of particular interest to U.S. exporters include cereals and cereal preparations, paints, sugar, fabrics of all types, iron sheet and wire, footwear, animal feeds, tobacco, structural steel sections, refrigerators, and automobiles.

Further Government measures include requiring commercial banks in Uganda to reduce by 5% the amount of credit outstanding for purposes considered nonessential, require the banks to limit advances against bonded imports to 75% of value, restrict letters of credit to 80% of the value of the goods to be imported and require importers to make a 20% cash deposit prior to issuance of such letters of credit.

Supplementing these measures, the Government has announced plans to intensify efforts to increase agricultural production and reduce importation of food products.

A complete list of those goods requiring import licenses is available upon request to the Trade Regulations/Regional Affairs Section, Africa Division, OIRE, U.S. Department of Commerce, Washington, D.C. 20230.

Libya sets ownership controls on agencies

The Government of Libya has enacted legislation requiring all commercial agencies in Libya to be 100% owned by Libyans.

Commercial agencies are defined in the new law as individuals or firms that perform all or part of the following business activities: commercial agency, the functions of an authorized trade representative, commission agency, commercial representation, and brokerage.

Foreign individuals and firms in Libya must comply with this law or cease operations within one year if they deal in food, textiles or clothing and within two years for firms dealing in all other types of commodities.

The new law does not affect U.S. banking or insurance interests in Libya but it does apply to U.S. oil field service companies to the extent that they also act as distributors.

This change should be noted in the section on the Regulation of Foreign Operations of OBR 63-116, "Establishing a Business in Libya."

Loan copies of an informal English translation of the new regulation may be obtained from the Africa Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Investment Opportunities

Unless noted otherwise, each opportunity listed in this section is identified by a project number. Firms interested in following up a proposal can obtain the name and address of the foreign firm along with any additional information which may be available by writing: Office of International Investment, BIC-876, U.S. Department of Commerce, Washington, D.C. 20230. Requests should be under company letterhead and must identify the particular opportunity by its project number.

The designation WTD following the project number indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms interested in joint venture or licensing arrangements abroad. Call Area Code 202, WO. 7-3786 or write: Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230.

Regional organization sets up industrial development unit in Pakistan, Iran, Turkey

Single regional market with over 150 million people provides base for variety of enterprises; opportunities seen for U.S. firms

U.S. firms contemplating investment in Pakistan, Iran, and Turkey will be interested in learning of the progress of a regional development organization established jointly by the three countries in 1964. The Regional Cooperation for Development (R.C.D.) was formed to identify, plan, and implement joint projects in which the three countries could participate.

According to S. S. Jafri, Secretary of the Pakistan Ministry of Industry and Natural Resources, two ventures developed by the regional organization are in the process of implementation.

The first enterprise, a 45,000-ton aluminum plant to be located in Iran, involves the governments of Iran and Pakistan and a U.S. firm. Pakistan has reportedly contributed $1 million as its share and agreed to purchase 10,000 tons of aluminum for a period of five years.

All three countries plan to participate in the other operation, a bank note paper manufacturing facility to be set up in Karachi. The plant is reportedly under construction and the three countries have agreed to obtain their required bank notes from the new enterprise.

R.C.D. was originally established as an outgrowth of the basic belief of officials of the Pakistani, Iranian and Turkish Governments that regional planning is an essential factor in economic development. It was recognized that there were several projects for which no one single country could provide the necessary domestic market. However, it was felt that a single regional market with over 150 million people could provide the base for almost any type of enterprise.

In its approximately two and a half years of operation, R.C.D. has identified 19 industries for detailed studies on a regional basis, as possible selections for jointly operated facilities. These include automotive vehicles, iron and steel, machine tools, coal, pharmaceuticals, chemicals, agricultural machinery, cement, sugar, and locomotives. A number of these studies have been completed and tentative plans call for establishing a textile machinery plant in Pakistan and a locomotive producing facility in Turkey.

It has been agreed that in those cases where consulting, construction and engineering services are not available in the country where a project is to be located, firms from the other two countries would be given preference in handling the job. Preference would also be given to technicians and raw materials from member countries of the R.C.D. Mr. Jafri indicated that these joint industrial enterprises are only one area in which the three countries can cooperate. This same joint operational concept could be extended to include such fields as shipping, banking and insurance, agricultural development and tourism.

To obtain additional information about R.C.D.'s operations and possible opportunities interested U.S. firms should **write:** Information Department, R.C.D. Secretariat, 5 Vesal Shirazi (North), P.O. Box 3273, Tehran, Iran.

Taiwan firm seeks franchise to make silicon transistors

Partner asked to supply machinery, marketing aid

A recently organized Taipei electronics company proposes a joint venture with a U.S. firm to manufacture silicon transistors for both the domestic and export market.

The Taiwan firm plans a total investment of $500,000 in a facility with an annual capacity of eight million silicon transistors. A U.S. company is asked to provide technical assistance, machinery and equipment, training of Taiwan personnel, and marketing expertise. The Taipei concern will furnish land, labor, materials, and plant construction.

Estimated unit cost of a transistor will be 8¢ and the Taiwan firm proposes a sales price of about 15¢ each. The transistors would be sold to manufacturers of electronic products and dealers. The company claims production of transistor radios on Taiwan amounted to 1.5 million units in 1966. It is anticipated that the proposed enterprise will employ around 300 people.

There are currently no manufacturers of silicon transistors on Taiwan, according to the Taipei company, and yearly consumption of transistors is estimated at 15 million units, imported principally from Japan. Project 7879. WTD.

Australian firm seeks licensing arrangement for industrial rollers

A manufacturer of compaction rollers is interested in a licensing arrangement with a U.S. producer of similar equipment. The Australian firm wants to make a variety of industrial rollers including self-propelled multi-tired rollers, flat

rollers, and vibratory, sheepfoot, and grid rollers.

Established in 1933, this young and expanding company employs about 40 persons and claims an annual sales volume of approximately $280,000. The firm reportedly operates a modern plant covering 90,000 square feet and enjoys a favorable business reputation. Project 7878. WTD.

British firms look for U.S. licenses

The following British firms are looking for U.S. licenses to produce products related to their respective lines.

• A license to manufacture and distribute construction and/or materials handling equipment is sought by a producer of tractor wheel type shovel-loaders, conveyors and excavators.

Located on a two and a half acre site near the London airport, the company specializes in the fabrication and welding of chassis, buckets, booms and other integral parts of tractor-shovel loaders. The British concern's modern facilities, including sales, administration and drawing offices cover 40,000 sq. ft. Production equipment consists of overhead cranes of up to 20 tons capacity and such medium to heavy machine tools as center and turret lathes, a horizontal boring machine, and vertical and horizontal milling machines.

The British company says it has marketed construction equipment, mainly tractor shovel-loaders for over 17 years in the U.K. and overseas. It claims to have machines operating in 80 countries throughout the world, although most of its equipment has been sold in Europe. Active distributors presently represent the firm in approximately 40 countries. The British concern has around 100 employees. Project 7872. WTD.

• A designer and manufacturer of cranes, lifts, jacks and hoisting machinery is interested in a licensing arrangement with a U.S. manufacturer of similar equipment. The British firm wants to produce hand and electric operated overhead cranes, wharf cranes, lifts, hoists, screw and hydraulic jacks, and lifting equipment for containers.

Established in 1897 and employing about 113 persons, the company would also be interested in a licensing arrangement to produce vibrating screens and other types of road building machinery. Project 7868. WTD.

• A manufacturer of general and precision machine tools wants a license from a U.S. firm to produce machine chucks and engage in pump, valve and subassembly work.

The British company, operating a plant covering 16,000 sq. ft., would be willing to expand its premises and increase its staff, if necessary. Project 7867. WTD.

• A manufacturer of electro-mechanical equipment is interested in a license to produce a device, suitable for attaching to buses or other heavy commercial vehicles, which would record on a pressure sensitive chart the hours of use of these vehicles.

The British firm operates a plant covering 10,000 sq. ft. with an additional 2,500 sq. ft. now under construction. Present equipment includes injection molding up to 4 ozs., power press, machine shop facilities and an assembly department geared for quantity production. The company employs about 50 people. Project 7866. WTD.

Children's clothing venture proposed

Panamanian firm needs U.S. technical aid for enterprise

A Panamanian distributor of men's, women's and children's clothing proposes a joint venture with an experienced U.S. company to manufacture children's clothing.

The firm is prepared to supply up to $75,000 in the project or invest on a 50/50 basis with a U.S. concern willing to supply technical know-how.

Plans call for initially marketing the clothing on the domestic market and later expanding sales throughout Central America. The Panamanian company is expanding its operations and opening a branch in Panama city.

It is reported that a wide variety of children's clothing is currently being manufactured in Panama, but advanced techniques are not utilized. Project 7877. WTD.

U.S. firm sought to manage hotel in Sierra Leone

Government to hold minority interest in proposed venture

The Government of Sierra Leone seeks an experienced U.S. firm to manage a new 75-room luxury hotel recently constructed in Freetown.

Under the proposed arrangement, the Sierra Leone government would hold a minority interest in a corporation to be formed with a U.S. participant. During the first four or five years of the ten-year contract, the U.S. firm would manage the hotel on a rent free basis. The U.S. company should be actively engaged in the promotion of tourist tours and be in a position to bring at least 2,000 tourists to the hotel each year.

The hotel, situated on a prominent, rocky site on the outskirts of Freetown, reportedly offers a fine view of the sea, beaches, and mountains. It consists of four main buildings, connected by covered walkways. One building contains lounges and dining rooms, while the other three have airconditioned guest rooms. Excellent bathing facilities are said to be located nearby, as are a seaside restaurant, golf course and other recreational facilities.

For further information, interested U.S. investors should **write:** American Embassy, 8 Trelawney St., Freetown, Sierra Leone.

Belgian firm proposes potato canning venture

The operator of a Brussels potato peeling enterprise proposes a joint venture to can small potatoes. Asked of a U.S. partner in the project is financial participation in the form of canning machinery especially designed for this type of operation.

The potato peeling enterprise was begun in 1964 and has reportedly reached a daily output of around 2,600 lb. of peeled potatoes. The company is currently expanding its operations. Project 7874. WTD.

Greece issues tender on radio link equipment

The Hellenic Telecommunications Organization Ltd., has issued Tender No. 6366, for the supply and installation of ten independent single hop radio links.

Bid deadline has not been set. Interested bidders are urged to communicate with the procuring agency directly.

Bid should offer ten independent single hop radio links intended for the connection of islands as spur routes in an existing microwave network. Four of the links should operate in 450 MHz frequency range, covering distances from 70-110 km., while the other six will operate in 2000 MHz frequency range for distances 25-70 km.

Copies of tender announcement and specifications are available from the Hellenic Telecommunications Organization Ltd. (OTE), 6 Klissovis St., Athens, or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4038).

Ecuadorean Central Bank plans office building

The Ecuadorean Central Bank has announced that it plans to build a 16-story building in Guayaquil at an estimated cost of $2.5 million. The architect who won in the design competition which was held on this project is Guillermo Cubillo Renella. His design would make the proposed office building the tallest in Ecuador. No announcement has been made yet as to when construction is actually planned.

Interested U.S. builders and suppliers of building and office materials may, however, write to the Banco Central del Ecuador, Quito, Ecuador, for additional data.

Nicaragua seeks theater items

The Instituto Pro-Arte Ruben Darío, a cultural institution, plans to construct a Nicaraguan national theater valued at U.S.$2 million. It is suggested that suppliers of theater equipment such as seats, lights and fabrics contact the builder of the theater, J. Cardenal H. & R. Lacayo Fiallos Cia Ltda., Managua, Nicaragua, WTD 4/67, and the Instituto Pro-Arte Ruben Darío, Casa Presidencial, Managua, Nicaragua, WTD 8/67. Requests replies in Spanish.

Slaughterhouse planned by Spanish cooperative

COES, a federation of some 900 local and provincial Spanish farmer cooperatives, is planning the construction of a slaughterhouse in Caceres which will process sheep, hogs, and cattle. It is anticipated that this slaughterhouse will require a full line of equipment such as would be necessary for any comparable facility in the United States.

Interested suppliers are invited to contact the headquarters of the cooperative at: Mr. Enrique Videgain, Cooperativa Espanola de Comercializacion Productos del Campo (COES), Eduardo Dato 18, Madrid, Spain. Cable address: SERCOES.

NATO Center in Italy needs data system

The NATO Saclant ASW Research Center at La Spezia, Italy, has issued Tender No. AC/5719/BR/AA/MGC, for the supply of a data acquisition system.

Bid deadline is Nov. 6.

Bid should offer one "in situ" data acquisition system of sound velocity, temperature, depth, salinity or conductivity, consisting of sensors, a cable (7,000 metres) and a deck unit.

Copies of tender announcement and specifications are available from the Saclant ASW Research Center, Viale S. Bartolomeo 92, La Spezia, Italy or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4038).

Ceylon firm wants bids on raw materials and copper wire

The Supplies Manager, Associated Motorways Ltd., 185 Union Place, Colombo 2, Ceylon, seeks quotations on raw materials and equipment for use in manufacturing and rebuilding bicycle tires and tubes; copper wire, bare, soft drawn, high conductivity and hard drawn copper wire.

Bid deadline is Oct. 16.

Tender documents are available on a loan basis from the Trade Opportunities Staff, BDSA-624, Room 4203, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4641).

Burma calls for bids for supply of asphalt

The Public Works Corp., Rangoon, Burma, is inviting bids for the supply of 25,000 long tons of straight asphalt for road construction surface and grouting.

Deadline for bids to reach Rangoon is 4 p.m., Oct. 2.

The specifications, terms, and conditions of the tender are available from the Vice Chairman, Public Works Corp., No. 60 Shwedagon Pagoda Road, Rangoon, Burma.

One copy of the bid documents is available for review at the U.S. Department of Commerce, Room 4014, and one copy is available on a loan basis from the Building Materials and Construction Industries Division, BDSA, U.S. Department of Commerce, Room 4014, Washington, D.C. 20230 (Telephone: 202-967-4272).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subisidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Peru seeks tunnel arch supports

The Lima Light and Power Co. of Lima, Peru, is seeking bids for the supply of 690 tons of tunnel steel arch supports and related items for the Salto Matucana Hydro-Power Plant.

Bid deadline is Oct. 2.

The specifications, terms, and conditions of the tender are available from Servicio de Compras, Oficina 308, Lima Light and Power Company, Veracruz 261, Lima, Peru, upon the nonrefundable payment of 200 sol ($7.46). Correspondence is preferred in Spanish.

One copy of the bid documents is available for review at the U.S. Department of Commerce, Room 4014, Washington, D.C. 20230. (Telephone: 202-967-4272).

Future construction summary available

A quarterly summary of future construction projects, contract award stories and significant foreign govenment tenders published in International Commerce and Commerce Business Daily during April, May and June is available to U.S. firms from the Department of Commerce, BDSA-624, Trade Opportunities Staff, Washington, D.C. 20230. A pre-addressed mailing label should be included with the request to facilitate processing and mailing.

The summary, which may also be reviewed at any of the 42 Department of Commerce Field Offices, alphabetically lists project summaries by country in five distinct classes: airport, seaport, raiload and highway projects; hydro and thermal electric plant and irrigation projects; hospital, hotel and housing projects; industrial plant projects; and comprehensive development projects. Whenever possible, names of contracts and responsible agencies are cited, as well as original publication dates.

A limited number of copies of earlier summaries are available (III and IV quarters of 1966 and I quarter of 1967), and requests for these will be filled on a first-come basis.

World Trade Opportunities

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

111 Anthracite mining

TRINIDAD, W.I.—Anthracite coal dust to be used in smelting operation; packed in multiple bags. Quotations c.i.f. Port of Spain required. Quotations for larger amounts up to 50 tons per shipment also acceptable within reasonable price range. Specifications follow: net heat value, 7300 Keal/Kilo; particle size, 6-8 mm; moisture, 7%; dry ash residue, 5-6%; volatile matter, 6-8%. Associated Battery & Metal Industries (Trinidad) Ltd., (manufacturers, smelters, refiners), P.O. Box 998, Port of Spain. WTD in preparation.

145 Clay, ceramic, refractory minerals

NETHERLANDS—Auxiliaries for paper industry such as China clay, kaolin. Direct purchase and exclusive representation for Benelux countries, W. Germany. Grippeling & Verkley N.V. (importer, wholesaler, exporter), 291 Keizersgracht, Amsterdam. Attention: Drs. C. B. M. de Jong. WTD 8/14/67.

202 Dairy products

● **BURMA**—Milk food for infants, 2,084,280 lb. Tender No. MEIC/3/T-2/67-68. Bid deadline Sept. 22. The Manager, Animal & Marine Products, Import Division, Myanma Export/Import Corp., 577 Merchant St., Rangoon.★ (Telephone: 202-967-4794).

● Sweetened condensed milk, 602,357 cases; sweetened condensed skimmed milk, 639,500 cases. Tender No. MEIC/3/T-1/67-68. Bid deadline Sept. 22. Manager, Animal & Marine Products, Import Division, Myanma Export/Import Corp., 577 Merchant St., Rangoon.★ (Telephone: 202-967-4794).

NETHERLANDS—Cheese spreads and pastes in tubes. Direct purchase and exclusive representation for Benelux countries, W. Germany. Grippeling & Verkley N.V. (importer, wholesaler, exporter), 291 Keizersgracht, Amsterdam. Attention: Drs. C. B. M. de Jong. WTD 8/14/67.

203 Canning, preserving foods

NETHERLANDS—Food specialties such as dip-mixes, sauces, especially pate in tubes. Direct purchase and exclusive representation for Benelux countries, W. Germany. Grippeling & Verkley N.V. (importer, wholesaler, exporter), 291 Keizersgracht, Amsterdam. Attention: Drs. C. B. M. de Jong. WTD 8/14/67.

204 Grain mill products

MALAYSIA—Second and third grades rice, approximately 2,000 tons. Request samples, quotations. Thye Siang Co. (importer, wholesaler), 9 Jalan Cecil, P.O. Box No. 530, Kuala Lumpur. WTD 7/67.

205 Bakery products

NETHERLANDS—Raw materials and special products for bakery industry. Direct purchase and exclusive representation for Benelux countries, W. Germany. Grippeling & Verkley N.V. (importer, wholesaler, exporter), 291 Keizersgracht, Amsterdam. Attention: Drs. C. B. M. de Jong. WTD 8/14/67.

206 Sugar

★ **CEYLON**—Molasses, 4,000/5,000 tons in 45 gallon steel drums or other suitable containers. Bid deadline Nov. 14. Chairman, Tender Board, Ministry of Home Affairs, Torrington Square, Colombo 7.★ (Telephone: 202-967-4794).

208 Beverages

● **CEYLON**—Potable rectified spirits, 200,000/400,000 imperial gallons. Bid deadline Oct. 9. Chairman, Tender Board, Ministry of Home Affairs, Torrington Square, Colombo 7.★ (Telephone: 202-967-4794).

NETHERLANDS—Raw materials for bakery industry. Direct purchase and exclusive representation for Benelux countries, W. Germany. Grippeling & Verkley N.V. (importer, wholesaler, exporter), 291 Keizersgracht, Amsterdam. Attention: Drs. C. B. M. de Jong. WTD 8/14/67.

209 Food preparations

DOMINICAN REPUBLIC—Inedible tallow for soap industry. Direct purchase and agency. Baquero Hermanos, C. por A. (commission agent), P.O. Box 651, Edificio Baquero—El Conde Esq. Hostos, Santo Domingo. WTD 5/27/67.

225 Knitting mills, products

AUSTRALIA—Women's full length hosiery. Taylor-French Pty. Ltd. (wholesaler, manufacturer), 369a Pitt St., Sydney, N.S.W. WTD 9/8/66.

228 Yarn, thread mills, products

DOMINICAN REPUBLIC—Twist warp hosiery, combed. Direct purchase and agency. Baquero Hermanos, C. por A. (commission agent), P.O. Box 651, Edificio Baquero—El Conde Esq. Hostos, Santo Domingo. WTD 5/27/67.

229 Textile goods

DOMINICAN REPUBLIC—Upholstery fabrics; fabrics for making mattresses. Request replies in Spanish. Maximo Llamazares and Amador Gomez (Los Espanoles) (manufacturer, retailer, distributor), 45 Isabel la Catolica, Santo Domingo. WTD 8/67.

ICELAND—Lines, seines, other items of use to fishing industry. Direct purchase and agency. Netasalan, Ltd. (importer, manufacturers' representative), Austurstraeti 17, Reykjavik. Cable: ICENET. WTD 8/67.

231 Men's, youths', boys' suits, coats, overcoats

THAILAND—Men's, boys', infants' outerwear, swimming suits, sweaters, socks. Direct purchase and agency on commission basis. Catalogs, f.o.b. prices requested. The Novo Agencies (importer, commission merchant), 672 Siphya Road, P.O. Box 410, Bangkok. WTD 9/16/66.

233 Women's, misses', juniors' outerwear

THAILAND—Women's dresses, swimming suits, socks, stockings. Direct purchase and agency on commission basis. Catalogs, f.o.b. prices requested. The Novo Agencies (importer, commission merchant), 672 Siphya Road, P.O. Box 410, Bangkok. WTD 9/16/66.

239 Fabricated textile products

AUSTRALIA—Wool puffs. Taylor French Pty. Ltd. (wholesaler, manufacturer), 369a Pitt St., Sydney, N.S.W. WTD 9/8/66.

242 Sawmills, planing mills

NETHERLANDS—All types of basic construction materials such as lumber, hard and soft wood products, special types of wood flooring, including flooring for containers. Direct purchase and exclusive agency. N.V. Houthandel v/h William Pont (importer, wholesaler), 1 Badhuisweg, Zaandam. Attention: Mr. R. E. Saarloos. WTD 8/4/66.

243 Millwork, veneer, plywood, prefabricated structural wood products

NETHERLANDS—Plywood. Direct purchase and exclusive agency. N. V. Houthandel v/h William Pont (importer, wholesaler), 1 Badhuisweg, Zaandam. Attention: Mr. R. E. Saarloos. WTD 8/4/66.

249 Wood products

NETHERLANDS—Hardboard, tempered and untempered. Direct purchase and exclusive agency. N. V. Houthandel William Pont (importer, wholesaler), 1 Badhuisweg, Zaandam. Attention: Mr. R. E. Saarloos. WTD 8/4/66.

262 Paper mills

● **BURMA**—Approximately 690 tons Kraft paper or extensible paper (quote both) for manufacture of cement bags. In 1,000 mm. OD rolls with core ID of 54 mm. Width is 40¾" and basis weight 80-85 gms/square meter. Also 1,500,000 meters of standard creped sewing paper measuring 55 mm. wide. To be furnished in rolls measuring 400 mm. OD with core ID of 50 mm. Tender No. 925 (T) IRM-CM(66-67)E. Bid deadline Sept. 30. The tender announcement with specifications and conditions are available from the Forest Products Division, BDSA, Room 4003, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3003).

264 Converted paper, paperboard products

NETHERLANDS—Chip board. Direct purchase and exclusive agency. N. V. Houthandel v/h William Pont (importer, wholesaler), 1 Badhuisweg, Zaandam. Attention: Mr. R. E. Saarloos. WTD 8/4/66.

266 Building paper, building board mills

NETHERLANDS—Wallboard. Direct purchase and exclusive agency. N. V. Houthandel William Pont (importer, wholesaler), 1 Badhuisweg, Zaandam. Attention: Mr. R. E. Saarloos. WTD 8/4/66.

273 Books

MALAYSIA—Text books in English, all grades. Direct purchase and agency. Eastern Book Centre (importer, wholesaler, retailer), 28-A Jalan Silang, Kuala Lumpur. WTD 7/67.

281 Industrial chemicals

DOMINICAN REPUBLIC—Caustic soda for soap industry. Direct purchase and agency. Baquero Hermanos, C. por A. (commission agent), P.O. Box 651, Edificio Baquero—El Conde Esq. Hostos, Santo Domingo. WTD 5/27/67.

NETHERLANDS—Titanium dioxide, other fillers for paper industry. Direct purchase and exclusive representation for Benelux countries, W. Germany. Grippeling & Verkley N.V. (importer, wholesaler, exporter), 291 Keizersgracht, Amsterdam. Attention: Drs. C. B. M. de Jong. WTD 8/14/67.

282 Synthetic materials

NETHERLANDS—Thermoplastics raw materials, polyethylene and polystyrene. Direct purchase and agency. Plastropa (importer, exporter, agent, transit trader), 111 Hoogstraat, Rotterdam-1. WTD 8/67.

THAILAND—Flexible polyester resins with original cream hardener for industrial use. C.i.f. prices, samples requested. Thai Sri Charoon Ltd., Part. (importer, wholesaler), 566/20 Rama 4 Road, Soi Kitpanich, Bangkok. WTD 9/13/66.

283 Drugs

● **TUNISIA**—Tender No. 3, with a bid deadline of Oct. 15, calling for quotations on over 300 items, including phenacetin, 150 kg.; piperazine hydrate, 150 kg.; pyramidon, 100 kg.; sodium bicarbonate, 76,250 kg.; sodium benzoate, 500 kg.; potassium permanganate 1 gram, 25,000 tablets; white zinc oxide, 350 kg.; sodium phosphate tribasic, 50 kg.; oxalic acid 12,500 ml.; extract for Polygala syrup, 500 kg.; extract for Dessessartz syrup, 600 kg.; sulfuric acid for analyses D-1.83, 1,000 kg.; butylic acid for analyses (primary), 15 litres; bismuth subnitrate, 1,500 kg.; calcium carbonate for analyses, 10 kg.; carbon tetrachloride, 150 kg.; chloroform for analyses, 225 litres; anesthetic ether, 812,500 ml.; lactose pure, 150 kg.; and magnesium sulfate purified, 250 kg. Copies of the tender are available only on a limited time loan basis from the Chemicals and Allied Products Division, BDSA, U.S. Department of Commerce. Washington, D.C. 20230.★ (Telephone: 202-WO 7-2239).

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

AUSTRALIA—Perfumes, lotions, cream sachets, bath crystals, toilet articles, suntan lotion, deodorants, men's toiletries. Taylor-French Pty. Ltd. (wholesaler, manufacturer), 369a Pitt St., Sydney, N.S.W. WTD 9/8/66.

287 Agricultural chemicals

ITALY—Agricultural chemicals. Ciannella I. & C. (sales agent), Via Roma 210, 80132 Napoli. WTD 8/67.

289 Chemical products

ITALY—Water treating compounds. Ciannella I. & C. (sales agent), Via Roma 210, 80132 Napoli. WTD 8/67.

291 Petroleum refining

DOMINICAN REPUBLIC—Paraffin wax 135/143° AMP. Direct purchase and agency. Baquero Hermanos, C. por A. (commission agent), P.O. Box 651, Edificio Baquero—El Conde Esq. Hostos, Santo Domingo. WTD 5/27/67.

ITALY—Lubricating oils, greases, Ciannella I. & C. (sales agent), Via Roma 210, 80132 Napoli. WTD 8/67.

299 Products of petroleum, coal

ITALY—Lubricating oils, greases. Ciannella I. I. & C. (sales agent), Via Roma 210, 80132 Napoli. WTD 8/67.

314 Footwear, except rubber

NETHERLANDS—All kinds of materials and accessories necessary for production of shoes, other kinds of footwear. Not interested in finished product. Direct purchase and exclusive agency. G. Moller-De Rooij Leder en Schoenfournituren N.V. (importer, wholesaler, agent, exporter), 134 Goirkestraat, Tilburg. WTD in preparation.

319 Leather goods

NETHERLANDS—All kinds of materials and accessories necessary for production of leather goods. Not interested in finished products. Direct purchase and exclusive agency. G. Moller-De Rooij Leder en Schoenfournituren N.V. (importer, wholesaler, agent, exporter), 134 Goirkestraat, Tilburg. WTD in preparation.

322 Glass, glassware

AUSTRALIA—Apothecary jars. Taylor-French Pty. Ltd. (wholesaler, manufacturer), 369a Pitt St., Sydney, N.S.W. WTD 9/8/66.

329 Abrasive, asbestos, nonmetallic mineral products

MALAYSIA—Asbestos-cement sheets, acoustical tiles, fiber glass insulation materials. Direct purchase and agency. Wilfred Mah & Co. (importer, indent agent, wholesaler), 298 (1st floor) Padungan Road, P.O. Box 627, Kuching, Sarawak. WTD 8/67.

SWITZERLAND—Tungsten carbide abrasive and tungsten carbide tools, corundum and metal pneumatic blasting products, rubber bonded polishing heads and similar products. Direct purchase and agency. Willi Metzger & Co. (importer, distributor), Freiestr. 48, 8952 Schlieren/ZH. WTD 8/24/67.

331 Steel mill products

● **BURMA**—Tin plate, hot-dipped coke, coating 1.25 lb., 20" x 28" x 200 lb. x 112 sheets: 9,750 cases (about 885 metric tons). Tender No. MEIC/18/T.1/67-68, bid deadline Oct. 5. Divisional Manager, Myanma Export Import Corp. (Import Division), 577 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2363).

● **CEYLON**—Bars, high quality carbon steel, 70 mm. x 36 mm., 1320 tons required for manufacture of agricultural implements. Bid deadline Sept. 28. Chairman of the Tender Board, Ceylon State Hardware Corp., P.O. Box 670, 242 Havelock Road, Colombo 5.★ (Telephone: 202-WO 7-2363).

335 Rolling, drawing, extruding of nonferrous metals

SWITZERLAND—Tungsten basic shapes. Direct purchase and agency. Willi Metzger & Co. (importer, distributor), Freiestr. 48, 8952 Schlieren/ZH. WTD 8/24/67.

346 Metal stampings

BELGIUM—Semi-finished stainless-steel (18/8), nickel, or chromium-plated household items such as coffeekettles, teakettles, kitchen articles. Werkhuizen Demeyere (manufacturer, exporter), 27 Herentalsebaan, Deurne, Antwerp. WTD 8/67.

349 Fabricated metal products

BELGIUM—Flanges and fittings for tanks, pressure vessels. Graver N.V. (engineering, construction firm), 1 Oude Stationsplaats, Willebroek, Antwerp. WTD 8/21/67.

351 Engines, turbines

ITALY—Complete line of outboard motors, parts. Requests replies in Italian or German. Direct purchase and agency. Campeggio Nautica Sport di Hellas Fuchsova (retailer), 24/28 Via dell'Artigliere, 90143—Palermo. WTD 8/22/67.

MALAYSIA—Small multi-purpose engines, petrol driven and outboard motors. Direct purchase and agency. Wilfred Mah & Co. (importer, indent agent, wholesaler), 298 (1st floor) Padungan Road, P.O. Box 627, Kuching, Sarawak. WTD 8/67.

352 Farm machinery

MALAYSIA—Lawn mower, petrol driven. Direct purchase and agency. Wilfred Mah & Co. (importer, indent agent, wholesaler), 298 (1st floor) Padungan Road, P.O. Box 627, Kuching, Sarawak. WTD 8/67.

353 Construction, mining, materials handling machinery

BELGIUM—Forklifts, cranes, hoists, construction equipment. Louis De Smet (exporter, importer, distributor), 154 Gentsesteenweg, Erpe, East Flanders. WTD 8/67.

MALAYSIA—Logging equipment. Direct purchase and agency. Wilfred Mah & Co. (importer, indent agent, wholesaler), 298 (1st floor) Padungan Road, P.O. Box 627, Kuching, Sarawak. WTD 8/67.

354 Metalworking machinery

SWITZERLAND—Special dies and tools, die sets, jigs and fixtures, new tools, for metalworking industry. Direct purchase and agency. Willi Metzger & Co. (importer, distributor), Freiestr. 48, 8952 Schlieren/ZH. WTD 8/24/67.

355 Special industry machinery

JAPAN—Machinery to convert ordinary cotton or synthetic fiber into wash and wear piece goods, for processing completed garments, not yard goods. Mr. Masayasu Yoshikawa, Okabe Trading Co. (importer), 68 Shinjuku 1-chome, Shinjuku-ku, Tokyo. WTD in preparation.

● **VIET-NAM**—Machinery and equipment for the manufacture of: 1 unit P.V.C. film manufacturing machine with a production capacity of 80-120 kgs./hr.; 1 unit soft P.V.C. compound (pellet) manufacturing machine with a capacity of 300-400 kgs./hr.; 1 unit P.V.C. sheet, P.V.C. normal leather and P.V.C. foamed leather manufacturing machines. Bid deadline Sept. 20. Industrial Development Center, 40-42 Nguyen Hue, P.O. Box 336, Saigon, Viet-Nam.★ (Telephone: 202-WO 7-5585).

● Machinery and equipment for a paper and board coating plant including one pre-reeler with an operating speed of 1000 ms/min.; one blade type coating machine with a top operating speed of 500 ms/min.; one coating color preparation plant suitable to prepare 1250 kg./hr. of coating color; hoisting, carrying and weighing equipment consisting of two bridge cranes, hoisting equipment for the paper rolls storage and weighing scales for paper rolls and for color preparation plant; one set of laboratory equipment and spare parts. Bid deadline Sept. 30. Industrial Development Center 40-42 Nguyen Hue, P.O. Box 336 Saigon, Viet-Nam,★ (Telephone: 202-WO 7-5585).

356 General industrial machinery

MALAYSIA—Small water pumps. Direct purchase and agency. Wilfred Mah & Co. (importer, indent agent, wholesaler), 298 (1st floor) Padungan Road, P.O. Box 627, Kuching, Sarawak. WTD 8/67.

358 Service industry machinery

SPAIN—Complete line of machinery, equipment and supplies for service stations, garages, automobile repair shops. Bergiers de Comercio International, S.L. (importer, distributor), Montesa 16, Madrid (6). WTD 6/67.

361 Electric transmission, distribution equipment

● **GREECE**—Supply of 19, 3-phase, 50-cycle, 9,000 KVA outdoor type power transformers with on-load tap changing gear. Tender No. PAP/2608, bid deadline not set. Public Power Corp., Athens-Piraeus Division, 83-85 Academy St., Athens. Attention: Purchasing Department.★ (Telephone: 202-967-4241).

● Supply of 30 metalclad ring-main units 22KV, 400 amps., 750 MVA. Tender No. PAP/2568, bid deadline not set. Public Power Corp., Athens—Piraeus Division, 83-85 Academy St., Athens. Attention: Purchasing Department.★ (Telephone: 202-967-4241).

● **THAILAND**—Supply 15 sets of 69 KV oil circuit breakers, outdoor type, 2,000 ampere continuous rating with 5,000 MVA-three phase interrupting capacity. Tender No. MEA-PSD-093, bid deadline Oct. 10. Metropolitan Electricity Authority, 121 Chakrapetch Road, Bangkok.★ (Telephone: 202-967-4241).

363 Household appliances

MALAYSIA—All types of electrical household appliances. Direct purchase and agency. Wilfred Mah & Co. (importer, indent agent, wholesaler), 298 (1st floor) Padungan Road, P.O. Box 627, Kuching, Sarawak. WTD 8/67.

365 Radio, television receiving sets

COLOMBIA—Radio, radiophonograph, television sets, including portables. Requests price quotations c.i.f. San Andres Island. Guillermo Basmagi (importer, wholesaler, retailer), Apartado Aereo (Air Mail P.O. Box) 126, San Andres Island. WTD 6/67.

ETHIOPIA—Jazz music records, pre-recorded tapes. World Wide Novelty Emporium (commission agent, manufacturers' representative), P.O. Box 15, Dire Dawa, Harar. WTD 8/11/67.

MALAYSIA—Radios, record players, other high-fidelity equipment. Direct purchase and agency. Wilfred Mah & Co. (importer, indent agent, wholesaler), 298 (1st floor) Padungan Road, P.O. Box 627, Kuching, Sarawak. WTD 8/67.

366 Communications equipment

● **GREECE**—Supply of 50 3-channel telephone carrier systems. Tender No. 6561, bid deadline Oct. 11. Hellenic Telecommunications Organization, Ltd., 6 Klissovis St., Athens.★ (Telephone: 202-WO 7-4823).

ICELAND—Electronic navigational aids for fishing vessels and of sonar or other systems which can be used to locate schools of fish. Direct purchase and agency. Netasalan, Ltd. (importer, manufacturers' representative), Austurstraeti 17, Reykjavik. Cable: ICENET. WTD 8/67.

369 Electrical machinery, equipment, supplies

MOROCCO—Battery charging generators. Requests quotations c.i.f. Casablanca, including catalogs. Etablissements Jean Brunot (importer), 10 Rue de la Somme, Casablanca. WTD 8/67.

373 Ship, boat building, repairing

ICELAND—Commercial fishing vessels, equipment therefor. Direct purchase and agency. Netasalan, Ltd. (importer, manufacturers' representative), Austurstraeti 17, Reykjavik. Cable: ICENET. WTD 8/67.

ITALY—Motor boats; pleasure boats; accessories for pleasure boats. Requests replies in Italian or German. Direct purchase and agency. Campeggio Nautica Sport di Hellas Fuchsova (retailer), 24/28 Via dell'Artigliere, 90143—Palermo. WTD 8/22/67.

374 Railroad equipment

● **SENEGAL**—Supply of 100 freight cars (wagons). Tender No. 10041, bid deadline Nov. 15. Financed by International Bank for Reconstruction and Development (IDA). Correspondence preferred in French. Le Directeur de la Regie des Chemins de Fer du Senegal, Cite Ballabey a Thies, Senegal. Specifications (in French) and drawings may be reviewed in Room 4314, Transportation Equipment Division, BDSA-596, U.S. Department of Commerce, Washington, D.C. 20230.

394 Toys, amusement, sporting goods

ITALY—Sporting and athletic goods and equipment; novelties in the field. Requests replies in Italian or German. Direct purchase and agency. Campeggio Nautica Sport di Hellas Fuchsova (retailer), 24/28 Via dell'Artigliere, 90143—Palermo. WTD 8/22/67.

396 Costume jewelry, novelties,

HONG KONG—Feathers for manufacture of feather flowers. Vogue Artificial Floral Works (importer, wholesaler, manufacturer, exporter), A-1, 10th floor, Kingston Bldg., Paterson St., Hong Kong. WTD in preparation.

571 Furniture, home furnishings

DOMINICAN REPUBLIC—Dining tables, pantry chairs. Requests replies in Spanish. Direct purchase and agency. Maximo Llamazares and Amador Gomez (Los Espanoles) (manufacturer, retailer, distributor), 45 Isabel la Catolica, Santo Domingo. WTD 8/67.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—The New South Wales Trade and Investment Mission to North America is led by the Hon. J. B. Fuller, N.S.W. Minister of Decentralization and Development. Mission members and their interests are D. E. Taplin, Managing Director, and I. Hamilton, D. E. Taplin Pty. Ltd., Cnr. Ashton St. & Grand Ave., Parramatta, **sale of specialized testing equipment for electricity transmission;** H. J. Taylor, Managing Director, Amolin Laboratories Pty. Ltd., 57 Alexander St., Manly, **joint venture, sale, manufacturing by license healing creams, allied products;** O. L. Conway, General Manager's Asst., Bank of New South Wales, 341 George St., Sydney, **banking and finance;** J. C. Fletcher, President, Rural Bank of N.S.W., Martin Place, Sydney, **finance and knowledge of cotton growing in North West N.S.W. by American interests;** A. D. Zenere, Architect, Paynter & Dixon Pty. Ltd., 161 Clarence St., Sydney, **attracting overseas industrialists to build in N.S.W.;** A. B. Kell, Managing Director, Kell & Rigby Pty. Ltd., 33 Railway Crescent, Burwood, **seeing joinery works, demountable partitions, plant used in building and civil engineering industry, project housing;** J. W. Entwisle, Marketing Manager, Telephone Manufacturing Co. (A/Asia) Pty. Ltd., 21 Coulson St., Erskineville, **sale of electronic and telecommunications equipment, new industry techniques, manufacturing new products under license;** W. Hornadge, Managing Director, Seven Seas Stamps Pty. Ltd., Sterling St., Dubbo, **sale of stamp packets, albums, catalogue, handbook, accessories;** C. J. W. Western, Managing Director, Nacquarie, 55 Lee, Wellington, **introduction of technical knowledge, personnel relations to growing of grain sorghum for sale;** E. G. Foster, Manager, English, Scotish & Australian Bank Ltd., Martin Place, Sydney, **finance and banking;** E. Youngberg, Sales Manager, Nile Industries Pty. Ltd., 125 York St., Sydney, **selling underwear, top fashion beach towels, studying packaging/advertising trends;** G. W. Wade, Managing Director, PWA Electrical Industries, 177 Phillip St., Redfern, **selling electrical transformers, transmission equipment, motor vehicle mechanical and hydraulic equipment;** P. C. Murray, Managing Director. Pioneer Industries Ltd., 23 George St., Homebush, **selling garden tools, springs for automotive, agricultural, railway & engineering industries;** A. Birch, Director, Sydney Chamber of Commerce Inc., 161 Clarence St., Sydney, **investigating two-way trade potential;** Ald. K.L.C. Dunlop, Mayor of Dubbo, Macquarie St., Dubbo, **attracting industry to Dubbo & Macquarie Valley, seeing cultivation of protein crops such as sorghum, maize, soya beans;** J. Savage, Chief Research Officer, N.S.W. Dept. of Decentralization & Development, 127 Macquarie St., Sydney, **contacting organizations interested in establishing industries in N.S.W., meeting firms interested in making licensing or joint venture arrangements either way;** J. A. Longhurst, Manager of the Mission, Secretary of Chamber of Manufactures of N.S.W., 12 O'Connell St., Sydney; Ald. S. J. Cole, Mayor of Tamworth, Mayoral Rooms, Town Hall, Tamworth, **contacting organizations interested in establishing industries in Tamworth and outlying areas;** R. A. Dickinson, Managing Director, Dickinson Construction Co. Pty. Ltd., Box 303, Post Office, Tamworth, **discussing management techniques with building contractors,** representing the interests of Tamworth Chamber of Commerce; J. Morgan, P.O. Box 56, Dubbo, **studying dry cleaning methods.** c/o Office of the Australian Trade Commissioner, San Francisco, Calif., or Frank E. Rule, Officer in Charge, New South Wales Center, New York, N.Y. Itinerary: 9/8-12 New York, 9/17-23 San Francisco.

AUSTRALIA—Francis Ian Reinehr, Director, Reinehr Industrial Lease & Finance Pty. Ltd., 73 Riverside Ave., South Melbourne, Vic., and Industrial Geophysical Surveys Pty. Ltd., **interested in study of lease finance and banking, in seeing geophysical equipment for associate company.** Sept. 3 via San Francisco for 6 weeks. c/o First National Bank of Boston, Boston, Mass. Itinerary: San Francisco; Seattle; Boston; New York; Washington, D.C.; Chicago; other main industrial cities. WTD in preparation.

CHILE—Gerardo Rosenbaum, Juan Happ & Cia., Caupolican 815, Santiago, **interested in controls for water heaters, related elements, gas and oil fired boilers, metal working machinery,** and requesting technical information. Aug. 31 via New York for 20 days. c/o Stanford Hotel, 43 W. 32nd St., New York, N.Y. Itinerary: New York, Miami. WTD in preparation.

GERMANY—Guenter Michael, Bauelemente Michael, 24-28 Rudolph-Diesel-Str., 29 Oldenburg, **interested in direct purchase or agencies for floor coverings of all types, especially wall-to-wall carpeting, plastics and parquets, wall and ceiling panels, wooden and steel door and window frames, wooden and plastic coated cabinet doors, prefabricated building elements including partitions, ceilings, doors, windows and casements.** Sept. 17 via San Francisco for 4 weeks. c/o Mrs. Gertrud Browatzki, 1237 Oak St., San Mateo, Calif. Itinerary: San Francisco, cities in Nevada, Utah, Colorado, Arizona, New Mexico. WTD 5/17/65 on Georg Michael under revision.

INDIA—H. K. Shah, Ramon and Demm, 79 Apollo St., Fort, Bombay 1, **interested in obtaining U.S. participation in manufacture of automatic transmission equipment, complete gear boxes for automotive vehicles.** Mid-Sept. via New York for 2 weeks. c/o Grodwohl & Son, Rector St., New York 6, N.Y. Itinerary: Washington, Detroit, others to be arranged. WTD in preparation.

NEW ZEALAND—S. V. Belcher, Managing Director, Belcher-built Equipment Ltd., Glasgow Road, P.O. Box 116, Pukekohe, **interested in licensing or joint venture arrangements for New Zealand production of chain type trench digger for approx. 4½′ digging depth and up to 12″ wide, suitable for attachment to a tractor.** Sept. 12 via San Francisco for 2 weeks. c/o Allan L. MacLachlan, 425 Van Dyke Ave., Oakland, Calif. 94606. Itinerary: San Francisco, others as required. WTD under preparation.

NEW ZEALAND—K. A. Martin, Director, Arthur Martin Ltd., P.O. Box 2748, Auckland, **interested in contacting U.S. manufacturers of consumer goods items in builders' hardware, plumbers' hardware, housewares including electrical, interested in having their products produced under royalty arrangements in New Zealand, and in hire and lease under royalty arrangement dies for injection and blow molding similar products in plastic, including toys.** Sept. 11 via Los Angeles for one week. c/o Dept. of Commerce Los Angeles Field Office. Itinerary: Los Angeles. WTD 6/21/65.

SOUTH AFRICA—J. F. Eales, F & H Agencies (Pty.) Ltd., P.O. Box 9989, Johannesburg, **interested in acquiring agencies for exclusive distribution in South Africa of circular knitted synthetic shirtings, foam-backed fabrics for women's and men's coats and jackets, seconds and close-outs of all kinds of textile fabrics.** Sept. 21 via New York for 10 days. c/o F & H Agencies Inc., 38 W. 32nd St., New York, N.Y. 10001. Itinerary: New York. WTD under revision.

TRINIDAD—Leonard Marchie, Marchie Bros. (Walter & Leonard) Enterprises, 23-24 Sanchez St., Arima, **interested in purchase of used or new machinery for coating and insulating electrical cable wire and machinery for making wire mesh or wire netting.** Sept. 11 via New York for 2 weeks. c/o Charles Marlun, 100 Broadway, New York, N.Y. Itinerary: New York and vicinity. WTD in preparation.

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Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

220 Textile mill products

NETHERLANDS—All kinds of piece goods of any composition, also clearance, job lots. E. Bolgar Import-Export (importer, commission agent, wholesaler, exporter), P.O. Box 719, The Hague. WTD 8/67.

225 Knitting mills, products

NETHERLANDS—Piece goods of any composition. E. Bolgar Import-Export (importer, commission agent, wholesaler, exporter), P.O. Box 719, The Hague. WTD 8/67.

227 Floor covering mills, products

NETHERLANDS—Wall-to-wall floor coverings. E. Bolgar Export & Import (importer, commission agent, wholesaler, exporter), P.O. Box 719, The Hague. WTD 8/67.

231 Men's, youths', boys' suits, coats, overcoats

NETHERLANDS—Jeans, trousers, suits, coats, sportswear. E. Bolgar Export & Import (importer, commission agent, wholesaler, exporter), P.O. Box 719, The Hague. WTD 8/67.

232 Men's, youths', boys' furnishings, work clothing

NETHERLANDS—Shirts, pullovers. E. Bolgar Export & Import (importer, commission agent, wholesaler, exporter), P.O. Box 719, The Hague. WTD 8/67.

233 Women's, misses', juniors' outerwear

NETHERLANDS—Jeans, slacks, sportswear. E. Bolgar Export & Import (importer, commission agent, wholesaler, exporter), P.O. Box 719, The Hague. WTD 8/67.

238 Apparel, accessories

NETHERLANDS—Handkerchiefs, scarves. E. Bolgar Export & Import (importer, commission agent, wholesaler, exporter), P.O. Box 719, The Hague. WTD 8/67.

249 Wood products

SPAIN—Kitchen utensils, all classes. Irca Limitada (importer, agent, wholesaler), La Salle 11, Santa Cruz de Tenerife, Canary Islands. WTD 8/67.

264 Converted paper, paperboard products

HONG KONG—White and colored toilet paper in rolls. Exclusive agency. A. Dransfield & Co. (importer, agent, wholesaler, exporter), P.O. Box 724, Hong Kong. Cable: MAYFIELD. WTD in preparation.

SPAIN—Toilet tissue, paper napkins, towels, facial tissues. Irca Limitada (importer, agent, wholesaler), La Salle 11, Santa Cruz de Tenerife, Canary Islands. WTD 8/67.

281 Industrial chemicals

FRANCE—Basic chemicals and raw ingredients for industrial uses; raw materials for pharmaceutical, other industries. Requests replies in French. Prouveze, Jean (sales agent), 24- Saint-Antoine-de-Breuil, Dordogne. WTD in preparation.

PAKISTAN—Chemicals for use in textile industry. Requests catalogs, quotations, c. & f., Karachi. Khadim Ali Shah Bukhari (importer), Gulzar Chamber, 21 West Wharf, Karachi. WTD 7/67.

346 Metal stampings

SPAIN—Kitchen utensils, all classes. Irca, Limitada (importer, agent, wholesaler), La Salle 11, Santa Cruz de Tenerife, Canary Islands. WTD 8/67.

365 Radio, television receiving sets

PAKISTAN—Television receivers, household. Requests catalogs, quotations, c. & f., Karachi. Khadim Ali Shah Bukhari (importer), Gulzar Chamber, 21 West Wharf, Karachi. WTD 7/67.

Leads for Importers

Commodities are offered direct unless specified

242 Sawmills, planing mills

BRAZIL—Brazilian hardwoods, sawed or in logs such as peroba do campo, Goncalo Alves, bicuiba, Brazilian mahogany, massaranduba, sucupira, jequitiba, pequia. Desires to establish a representative in United States. Bramal Exportadora Brasileira de Madeiras Ltda. (wholesaler, exporter), Rua da Alfandega 22, sala 1006, Vitoria, Estado do Espirito Santo. Caixa Postal 980, Vitoria. WTD 8/67.

307 Plastics products

BRAZIL—Safety helmets for motorcycle riders, jockeys, car racers; made of fiberglass reinforced plastics. Fiberplast do Brasil, Mercantil e Industrial de Plasticos Ltda. (manufacturer), Avenida Farrapos 1945, Caixa Postal 1108, Porto Alegre, Rio Grande do Sul. WTD in preparation.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, Department of Commerce, Washington D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list for each country. All are dated August.

Aircraft and Aeronautical Equipment—Importers and Dealers—Brazil.
Books, Magazines and Periodicals—Importers and Dealers—Bolivia.
Books, Magazines and Periodicals—Importers and Dealers—Guatemala.
Chemicals—Importers and Dealers—France.
Electronic Equipment, Electron Tubes and Other Electronic Components and Accessories—Importers, Dealers and Manufacturers—Colombia.
Instruments—Medical, Surgical, Hospital, Scientific and Process—Importers, Dealers and Manufacturers—Turkey.
Instruments—Medical, Surgical, Hospital, Scientific and Process—Importers, Dealers and Manufacturers—India.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Lounsac-Sagan Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3565.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel. 634-3920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 9028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 120, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06102, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 West Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-2377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P.R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

New Books and Reports

***Overseas Business Reports*, U.S. Department of Commerce, Washington, D.C. 1967. $13 per year ($5 additional for overseas mailing), 15 cents per copy.**

Basic Data on the Economy of Mexico. OBR 67–50. Information is included on geography, population, government, structure of the economy, economic sectors such as agricultural, mineral, manufacturing and others, labor force, finance and foreign trade.

Selling in Canada. OBR 67–52. The road to selling, commercial practices, marketing aids, government procurement and notes for business travelers are presented in this report.

Market Information on Electronic Products in Australia. OBR 67–53. The following electronic products are covered in this report: television receivers, radios and phonographs, tape recorders, broadcast transmitters, satellite communications, radar, sonar, electronic data processing equipment, electronic components. A table shows Australian imports in 1961, '63 and '66 from the U.S., the U.K. and other major suppliers.

Foreign Trade Regulations of Iran. OBR 67–54. Trade policy, import tariff system, special customs provisions, shipping documents, marking and labeling requirements, nontariff import controls, Iran's export controls, U.S. controls, and government representation are reported.

Write: any Department of Commerce Field Office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Membership Directory of Consulting Engineers Council/USA, 1967-68.* Published by the CEC, Washington, D.C. 1967. $10.**

The directory of the Council, a national organization of engineers in private practice, includes: names, addresses, description of services and listing of principals of more than 1,900 CEC member firms; names of CEC officers and committee members; articles of incorporation; bylaws; policy statements, names of officers and member firms of the 45 Member Organizations; definitions of a consulting engineer; orientation on the Council, and an alphabetical listing of principals and partners of all firms.

Copies are sent free to CEC members, who may purchase additional copies for $2.

Write: Consulting Engineers Council, 1155 15th St. NW., Suite 410-413, Washington, D.C. 20005.

***A Marketing Plan for the New Europe.* By J. J. Proudfoot. Published by Hutchinson & Co., Ltd., London. 1966. 148pp. $12.50.**

A practical management report on the opportunities and techniques for selling consumer goods on the Continent, including the Soviet bloc. Both general strategy and detailed tactics are considered.

The names and activities of many important British, American and European marketing companies are tabulated in product categories. Case histories of successes and failures are quoted, and tactics for organizing market research, product selection, distribution, and cooperative marketing are discussed.

Comprehensive appendixes list information sources and market research facilities.

Write: International Publications Service, 303 Park Ave. S., New York, N.Y. 10010.

New credit guide

A Commerce Department publication listing sources of credit information on foreign business enterprises is available as a guide for American firms doing business abroad. It updates a similar guide published in 1958, and complements the Department's long-established World Trade Directory report service.

Sources of Credit Information on Foreign Firms lists credit reporting agencies, banks and other organizations from which detailed credit information needed to evaluate risks in proposed foreign transactions may be obtained.

Price of the book is 35 cents. **Write:** any Commerce Field Office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Steel and Economic Development: Capital-Output Ratios in Three Latin American Steel Plants.* By David G. Greene. Published by Michigan State University. 1967. 124pp. $4.50.**

This study provides background information on the development of three steel plants in Brazil, Chile and Mexico. Greene discusses the capital-output ratio as an investment criterion; using the capital-output ratio to appraise the steel investment; and evaluating the steel investment by comparison with the incremental capital-output ratio for the economy and manufacturing sector.

Write: Bureau of Business and Economic Research, Michigan State University, East Lansing, Mich. 28823.

***Italy—An Economic Profile.* Published by the Italian Embassy, Washington, D.C. 1966. Free.**

Information on general economic and commercial developments in Italy as well as detailed data on the GNP, consumption, investment, industrial production, trade, wages, finance and foreign trade is contained in this book. In addition, this year's edition has a chapter on the economic developments in the first quarter of 1967 and the outlook for the rest of the year.

All Commerce Department Field Offices have copies available for consultation.

Write: Commercial Office, Italian Embassy, 2401 15th St., NW., Washington, D.C. 20009.

***Service World.* Published by Practical Press Ltd., London. Controlled circulation bimonthly magazine.**

Service World, a joint production of *Institutions Magazine U.S.A.* and *Hotel & Catering Review*, Great Britain, is distributed free to executives in the hotel, transportation and catering professions in Europe and selected areas of tourist development throughout the world.

In addition to pertinent articles and news items, the publication provides an information bureau through which readers may seek further information about its advertisers.

Write: Fergus McKeever, Director of Operations, 110 East 42nd St., New York, N.Y. 10017.

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Calendar *for international traders*

ALBUQUERQUE—Sept. 18—Businessmen's Consultation, **F. Pierce Olson, Commercial Officer, Basel.** Sponsor: Commerce Field Office.

BOSTON—Sept. 21—International Trade Assn. of New England, Inc., dinner meeting, Anthony's Pier 4 Restaurant. Co-sponsors: Mass. Port Authority and World Trade Center in New England, Inc.

CHARLOTTE, N.C.—Sept. 22—Conference on "Financing and Insuring Your Exports," Rebel Room, Heart of Charlotte Motel, 9 a.m. Sponsors: Eximbank, Greensboro REEC, N.C. World Trade Assn., N.C. Dept. of Conservation & Development, N.C. State Ports Authority.

CHICAGO—Sept. 20—Chicago Midwest Credit Management Assn., LaSalle Hotel.

CHICAGO—Sept. 22—Businessmen's Consultation, **Kurt F. Gross, Commercial Officer, Tokyo/to Bangkok.** Sponsor: Commerce Field Office.

DETROIT—Sept. 21—World Trade Club of Detroit monthly meeting, afternoon and evening, at Detroit Metropolitan Airport. Program includes demonstration of air cargo handling methods.

HIGH POINT, N.C.—Sept. 21—Conference on "Financing and Insuring Your Exports," Chamber of Commerce, 9 a.m. Sponsors: Eximbank, Greensboro REEC, N.C. World Trade Assn., N.C. Dept. of Conservation & Development, N.C. State Ports Authority.

MEMPHIS—Sept. 19—Export Workshop, Texas Transport & Terminal Co. Sponsors: Texas Transport, REEC, Commerce Field Office.

MEMPHIS — Sept. 19 — Memphis World Trade Club meeting, Sheraton Motor Inn.

MEMPHIS — Sept. 20 — Mid-South Exporters' Roundtable, "Top of 100" Club.

MILWAUKEE—Sept. 21—Businessmen's Consultation, **Kurt F. Gross, Commercial Officer, Tokyo/to Bangkok.** Sponsor: Commerce Field Office.

MINNEAPOLIS—Sept. 19—In-Office Export Conference, Federal Office Bldg. Sponsors: REEC; Commerce Field Office.

NEW YORK—Sept. 19—FCIB Hardware-Automotive & Allied Trades Group meeting, Advertising Club, 12:30 p.m.

Planning fall dates?

Plan your fall schedules now—add yours to these fall dates in the "Calendar for International Traders." Information for publication must be received three weeks before the date of the meeting. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:
Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

NEW YORK—Sept. 21—FCIB Drug, Chemical & Food Export Club meeting, Advertising Club, 12:15 p.m.

OKLAHOMA CITY—Sept. 19—Businessmen's Consultation, Chamber of Commerce, 9:30 a.m., William H. Collins, member of Trade Mission to Brazil. Sponsors: REEC; Oklahoma City Chamber of Commerce; Commerce Field Office.

PHILADELPHIA—Sept. 20—Foreign Traders Assn. of Philadelphia annual award meeting, ballroom, Sheraton Hotel. John W. Hight, executive director, Committee for National Trade Policy, Inc., will present award, discuss "Future U.S. Trade Policy."

PHOENIX—Sept. 22—Businessmen's Consultation, **F. Pierce Olson, Commercial Officer, Basel.** Sponsor: Commerce Field Office.

PITTSBURGH—Sept. 20—In-Office Export Workshop, Commerce Field Office, 2 p.m. Sponsors: REEC, Commerce Field Office.

PITTSBURGH — Sept. 21 — World Trade Luncheon, Penn-Sheraton Hotel. Speaker: **Mishell George, Special Asst. to Director, Bureau of Int'l Commerce,** "East-West Trade." Sponsors: World Trade Council, Chamber of Commerce of Greater Pittsburgh.

RALEIGH, N.C.—Sept. 20—Conference on "Financing and Insuring Your Exports," Governor's Room, City Club, Hotel Sir Walter, 9 a.m. Sponsors: Eximbank; Greensboro REEC; N.C. World Trade Assn., Dept. of Conservation & Development. State Ports Authority.

ST. LOUIS—Sept. 18—First of eight weekly Export Trade Seminars, 7 p.m., St. Louis University. Sponsors: REEC; St. Louis Univ.; World Trade Club; Commerce Field Office.

ST. LOUIS—Sept. 19—"Show You" Export Workshop, Conference Room, Federal Bldg. Sponsors: REEC, Commerce Field Office.

SAN FRANCISCO—Sept. 20—Export Finance & Insurance Seminar, 9:30 a.m., Rm. 13450. New Federal Bldg. Sponsor: Commerce Field Office.

TULSA—Sept. 20—Businessmen's Consultation, Tulsa Chamber of Commerce, 9:30 a.m., William H. Collins, member Trade Mission to Brazil. Sponsors: Tulsa Chamber of Commerce, REEC, Commerce Field Office.

YORK, Pa.—Sept. 19—World Trade Council of York monthly meeting, York Area Chamber of Commerce offices, 12 noon.

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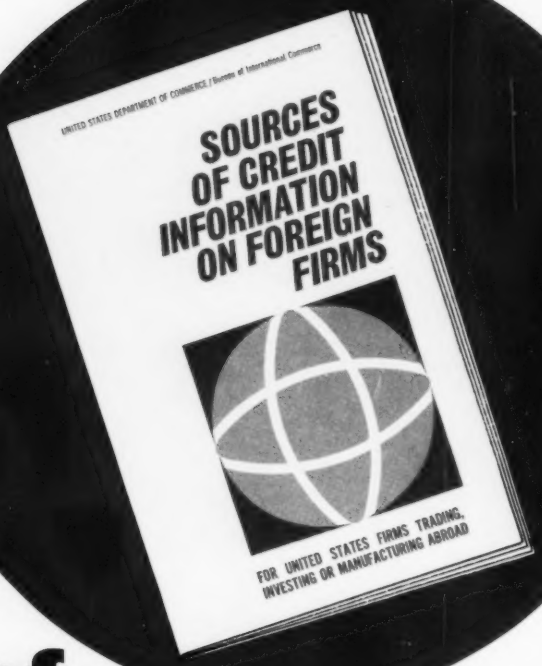
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FOR UNITED STATES FIRMS TRADING, INVESTING OR MANUFACTURING ABROAD

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